RECOLLECTIONS *of* SIXTY YEARS *in the* SHOE TRADE

JOEL C. PAGE

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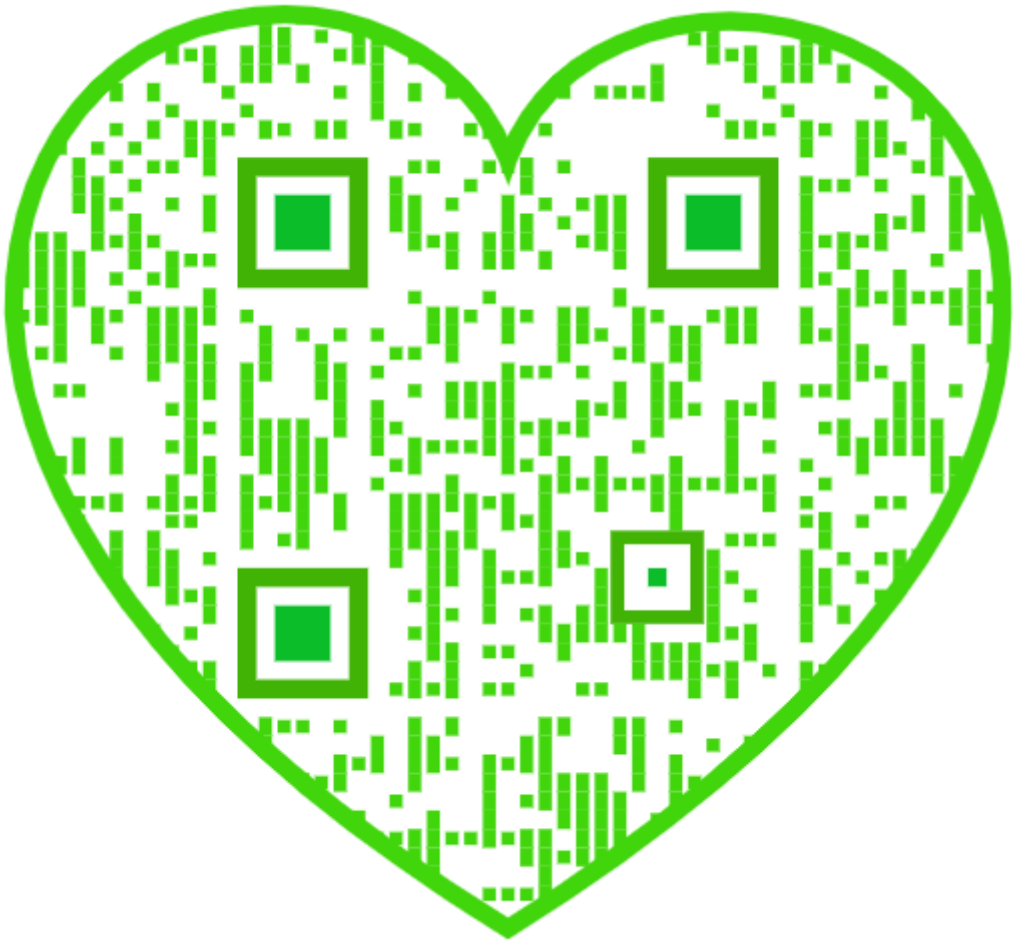

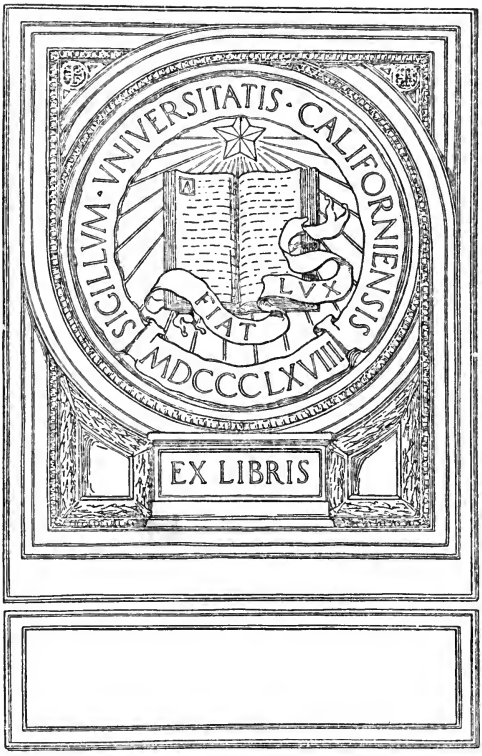
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Signed

Arthur L. Evans 150

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Boston Mass

As a mark of appreciation
of one old timer to another
I present this volume to
my good friend
Stanley M. Turner

Hollis B. Scates

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RECOLLECTIONS OF SIXTY YEARS IN THE SHOE TRADE

JOEL C. PAGE

Hale, hearty, cheerful, glad-of-life, Joel C. Page celebrated his eighty-third birthday Monday, December 20, 1915. Mr. Page is the "Grand Old Man" of the shoe trade's traveling fraternity.

Many friends joined in offering to him, on this most interesting and happy occasion, the heartiest of greetings and every good wish for continued blessings won by a long, earnest life of usefulness.

Mr. Page was the first to sell the retail trade from samples on the road. He spent many years in this service. His life spans the whole era of the shoe trade since the first machine applied to shoemaking.

We salute Joel C. Page as a gentleman, a man of honor and finest standard of integrity, an adornment to his profession, a friend and compatriot of distinguished career and unsullied repute. Long may he wave!

RECOLLECTIONS
OF SIXTY YEARS IN THE SHOE TRADE

By Joel C Page
The Pioneer of Traveling Shoe Salesmen

PORTRAITS AND BIOGRAPHICAL SKETCHES
By A W Gage

Edited by Arthur L. Evans

Originally Published in Issues
of The Shoeman

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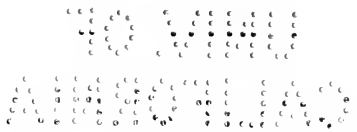

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Preface

MR. PAGE'S "Recollections of Sixty Years in the Shoe Trade" were published originally in issues of THE SHOEMAN and were widely read by the new and older generations of the trade.

Mr. Gage's sketches of well-known traveling salesmen of this and former trade eras, illustrated with old-time portraits, appeared in THE SHOEMAN simultaneously with Mr. Page's recollections. Many additions to these have been made for this volume.

This book unites in permanent form these interesting and historically valuable contributions to the literature and records of the trade.

Did space and time permit, many more portraits could and should be added to the collection — portraits of men who served well their time and generation, earned a warm place in the memory of friends and comrades, achieved an honorable record in the annals of our trade, and passed, finally, over the Last Journey alone. But alas! The portraits are not at hand. These here shown are typical of the high quality and genial personality of that band of commercial heralds — the Pioneers of Progress! Long live the memory of each and all.

ARTHUR L. EVANS.

Boston, Mass., Jan. 1, 1916.

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RECOLLECTIONS OF SIXTY YEARS

I

I WAS born in Lancaster, New Hampshire, December 20, 1832, and will, therefore, be eighty-four years old next December. I am thankful to say that I still have good health, barring a bit of difficulty in walking, have a clear mind, and enjoy these declining years of my life, surrounded by comfort and many friends, and living largely in the recollections of these four score years, over sixty of which were in the shoe trade.

My parents were Mr. and Mrs. Silas D. Page, and they were good old New England stock.

During these eighty-three years most wonderful changes have taken place in our country, and nothing more remarkable than in the shoe trade. I shall have something to tell about these changes as my story grows.

They tell me that I was a most successful baby, weighing eleven pounds. I was born (so they say) about three o'clock in the morning, and my father

did not see me until seven o'clock. He then came into the room, saying, "I want to see my boy." Taking me in his arms, he carried me to the window and pointing to the famous "Old man of the mountain," visible in the distance, he said, "My son, I want to introduce you to the first man in New Hampshire." I was then four hours old.

My father was one of a family of twelve children, all of whom lived to maturity, and all of whom are, of course, now dead. I am the very last of the name, and as I have no sons, the family name will pass away with me. My father's family was one of the pioneer families of Lancaster, dating back to 1760.

When I was two years old my father and mother moved to Lowell, Mass., where father engaged in the lumber business. His health was poor and within a year he died suddenly at Salisbury, N. H., where he had gone on business. As an evidence of the great change that has taken place, I need only tell you that a week passed before my mother learned of father's death. I cannot remember him at all.

While at Lowell, I remember very well seeing the first train of cars run into that city. It was a great day for the city, and everybody gathered near the tracks to see the wonderful sight. That must have been about 1835, when I was three years old

or thereabouts. After my father's death mother returned to Lancaster with me. I was the only child.

While living at Lancaster, when I was about four years old, I made my first visit to "district school." This was at Hardwick, Vt., near by where I was visiting. I was taken to visit the school. It was, of course, an old-fashioned school, as we judge nowadays. My recollection of that visit is still vivid, chiefly because the teacher, chancing to look my way, found me valiantly hugging a little red-headed girl! I wish I could remember her name. That was nearly eighty years ago.

My mother had some sisters and a brother in Montpelier, Vt. Being under the necessity of earning her living, she decided to remove thither and open a dressmaking business. This she did when I was about five years old. A year and a half later mother married Abner B. Hunt, and we removed with him to Warren, twenty-five miles away. Mr. Hunt was in the cooperage business.

In Montpelier I earned my first money. My friends will be amused when I tell them that this was as a professional singer. I was only a little fellow, but I used to go about the streets singing songs such as "Jim Crow," etc., and was rewarded by receiving coppers from the bystanders. I also made and sold molasses candy. I spent eight years in

Warren, going to school, growing to boyhood, and, I suppose, doing about the same things as all New England boys of that day.

In 1844 my family moved to Randolph, where the cooper trade was better. I was now reaching the age when I began to be anxious to go to work. Some of my folks wanted me to be a farmer, but that didn't appeal to me. I wanted to be a shoemaker from the very start. My mother wanted me to be a printer. Finally, I went to Montpelier to learn the printing trade, and secured apprentice work on the Montpelier *Vermont Patriot*, C. G. Eastman, editor. I was given a "case" and an item to "set up." But I wasn't cut out to be a printer. I think it took me four weeks to "set" that item, and it wasn't correct then. I didn't take to the business. My heart wasn't in it. I wanted to be a shoemaker.

In those days there was no shoe machinery. The shops made all kinds of shoes. In Montpelier was the shop of N. Harvey, well known thereabouts at that time. This was about 1846.

The shop was up-stairs, and a shoe store was on the ground floor. The shop employed thirty or forty men. Women's shoes were here made. To the store I came one cold morning. I asked Mr. Harvey's son, who was in the room, for a job as apprentice. He said, "We haven't had an apprentice

for ten years. I don't believe father will take you." Near by was the foreman, named Bickford, with his feet up on the stove. He seemed to like me somehow, and went up-stairs to see if one of the boys would take me. One of them looked me over and said, "I don't know but I'll take you." The next morning I went to work. At noon I went to dinner with my new boss. His wife didn't like it. She stood it a week, then made so much fuss that my boss told Mr. Harvey about it, and Mr. Harvey said he'd take me to his house.

Things went along nicely for a spell, until I was taken sick with a fever. I had learned shoemaking rapidly. I seemed fitted for it. I liked it. This sickness seemed likely to put an end to the Harvey job anyhow,— for nobody appeared to want a young man in the house who was going to have a run of fever. They even talked of sending me to Harry Richardson, who would welcome me. But when Mr. Harvey had hitched up to drive me there his son said that would never do. So they let me stay that night at Mr. Harvey's. The next day I felt better, and fortunately was soon ready for work. Mr. Harvey said when I returned, "I am afraid you are going to be a sickly boy and I don't believe I want you here."

The foreman, Ebenezer Bickford, had become interested in me, and at this crisis spoke up and

said, "I'll take him, myself." And he did. He took me home to dinner — and I kept going there. I liked the Bickford family — and eventually Mr. Bickford's daughter became Mrs. Joel C. Page, and she is still with me, after nearly sixty years of happy life together. So, perhaps, my sickness wasn't such bad luck after all. The turn of our lives hinges often on matters that we don't understand as blessings at the time.

The succeeding year, under Mr. Bickford's guiding care, I got along finely. I was then eighteen years old. My mother came to Montpelier about this time and arranged for me to stay at Harvey's shop until I was twenty-one. My salary was $40 a year! Times have changed, you see! But I was permitted to attend school three months each year.

In the shop I was supposed to learn to make everything. Well, I felt that I need not learn to make all kinds of shoes, so I made a deal to secure my freedom for the balance of the time. I paid $300 for this. Meanwhile, this permitted me to work along at the bench as I wanted to.

One day Mr. Stone said: "Wouldn't you like to learn to cut shoes? You ought to learn to do that." I said that I would like it. "If you'll pay a quart of beer I'll see if I can't get you in to learn to cut," said he. So the deal was made and I began this end of the work.

JOEL C. PAGE AT TWENTY-TWO
From an old Daguerreotype

JOEL C. PAGE AT SEVENTEEN
From an old Daguerreotype

An old-fashioned "tintype" picture showing Mr. Page selling shoes to a dealer. Mr. Page is the silk-hatted gentleman, standing, who looks like Lincoln. The buyer faces him, and the clerk (whiskers!) is in the background. Mr. Page calls this picture "Go Get 'Em."

Mr. Page and family at Randolph, Vt., fifty years ago. Mr. Page is seated at the left. His mother is next to him, his stepfather in the center, a guest next and Mrs. Page at the right. The younger daughter, now Mrs. E. W. Cobb, is near Mr. Page, and the elder daughter, now Mrs. Nellie Frost, is near Mrs. Page.

During all this time I was employed at intervals to wait on customers in the store, which, as I said before, was on the first floor of the shop. Then for three years I was constantly occupied in clerking. So you see I have been a regular retail clerk. I learned all I could about the selling of shoes, and it was a valuable experience. They told me that I was a very successful clerk. I kept the stock shipshape, knew where every pair of every kind was and exactly the condition of the stock.

The Harvey shop made three kinds of buskins at that time — welts, turns and spring heels. Mr. Harvey had a regular route of customers. When a certain amount of shoes were made he would hitch up and drive around the country to the various towns and sell the shoes to the local stores.

II

Of course I got the Boston fever. Every New England boy in those days had one big ambition — to visit Boston. I guess this is so to-day, too. In the summer of 1852 I told my boss I had made up my mind to try my luck in Boston. He was kind enough to say he was sorry to have me go, and gave me several letters of introduction and recommendation to Boston folks.

I reached Boston on a Saturday night and went to the home of an uncle of mine for over Sunday. Monday morning I came down-town, and saw a boyhood acquaintance who was employed in a butter and cheese store. He told me of an opportunity with a shoe house — James A. Estabrook, who had a retail store on one corner, and a jobbing house on the other — that was at the corner of North Street and Merchants Row. That was then the heart of the shoe district. It had not moved to the Lincoln and South streets sections, as is now the case.

Mr. Estabrook told me to come to work the next day. I did so, and thus began the second part of my business life. The Vermont days were over. Through life I have always retained a great affection for the scenes of my birth and boyhood.

My job was in the wholesale department of the business, located on the second floor, across the street from the retail store. I went in as the youngest of the force. My salary was $7 a week, considered good wages at that time, sixty years ago. My board and room cost $3 a week. The understanding was that I should have a raise at the end of six months if my work was satisfactory. I guess it must have been, for I was raised to $11 a week when the time came.

My work was that of a salesman and porter. Toward the latter part of the first six months I began

to assist in the buying and soon was entrusted with this important end of the business to a large extent.

The customers upon whom I waited at this time came from all over New England. Mostly they were general store-keepers, a bit like one sees in little country towns at the present time, selling something of everything.

The salesman would go around to the different hotels, hunting up customers — the Quincy, American and Central hotels were the places where the dealers mostly stopped. He would see them in the morning and make dates for the afternoon. I did the same thing frequently, and often entertained the dealers for dinner and theater in the evening. You see the same principles practised right here in Boston to this day; the methods only have changed.

Dealers then would pick out the exact goods they wanted, handling every pair, often. Goods were not sold from sample, remember. Of course, immediate shipment was made.

One forenoon a man came in and wanted a case of a certain kind of calkskin boots. We were sold out on that style, but expected some of these and I told him to come back at two o'clock and I would have some. Half an hour before the time set, our expected goods had not yet arrived. Growing anxious, I went to S. G. Damon's on Hanover Street — I knew he had some of these boots — and

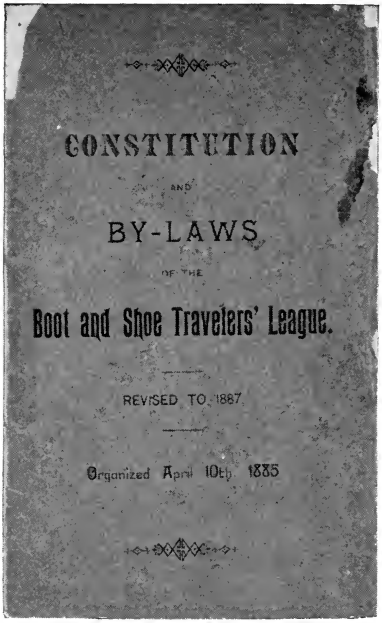
as Mr. Estabrook and Mr. Damon occasionally exchanged goods, I hoped to secure a case of Nash's boots — this particular kind was made by Mr. Nash of Weymouth. Fortunately Mr. Damon could accommodate. Not waiting for a wagon, I shouldered the case and carried it to Estabrook's. My customer happened to see me carrying the case. About two o'clock he came in, and made his purchase. Afterwards he complimented me to Mr. Estabrook for this display of enterprise.

Goods were bought by the jobber on six months' credit those days, and sold on four and six months' time.

Some ideas of prices and styles then prevailing may be interesting now.

A side-lace cloth gaiter sold for $1 to $1.50. Congress goring came in soon. Women's congress were sold as well as men's. Colored goods sold from 90 cents to $1.50. A patent leather foxed boot was popular then. There was no japanned leather then. Bright goat was used for pegged boots. Jenny Lind, the famous singer, had been here about that time, and a boot named for her was very popular. This was a bal., of a bit higher cut than usual, with gusset or goring, no seam, only in back. Button shoes had not yet come in. Some calfskin bals. were sold. Grain leather was much in use. Women's, misses' and children's shoes were of the pegged variety, as well as men's.

Here is reproduced, full size, the "script" or "fractional currency" used by Mr. Page in 1862, when the Civil War rendered specie almost valueless. Mr. Page was the first man in America to use "fractional currency." It was his idea and later came into general use.



Fac-simile, reduced in size, of the Constitution and By-Laws of the first association of traveling shoe salesmen — the Boot and Shoe Travelers' League, founded in Boston, April 10, 1885; membership about two hundred.

Joel C. Page was the second president of the League. E. F. Sawyer was first president.

Turn shoes were about twenty-five per cent of the output, welts about twenty-five per cent, and pegged about fifty per cent. Oak sole leather was much used. Heels in pegged shoes were nearly all of the spring variety. Turns were made plain heels, not spring. Calf bootees were made with low heels. It was a long time before heels anywhere near as high as is common nowadays came into use. Slippers were made of kid, and sold from 50 and 75 cents to $1.00.

The calf boots we carried were mostly made at Weymouth. They were packed in long boxes with the leg-tops standing. There were no such things as cartons at that time.

Our women's turn shoes came mostly from Lynn. The pegged shoes were made in Stoneham. Kip boots were made in Milford. Farmers' boots were of kip, that is, light cowhide, with half-double sole, pegged. These cost us from $28 to $33 a twelve-pair case. Men's brogans were of grain, goat and kip, lower pattern, lace. B. E. Cole manufactured kip boots those days. I used to go to his loft, pick out ten or twelve cases, open them all up, and look carefully over every pair. I recollect the firms of Nash & Co., Weymouth, Vining & Ingalls, Lynn, Sprague & Co., Stoneham, Z. Graves & Brother, and many others.

III

I went to Estabrook's in July. When Christmas came I wanted to make a visit home. Mr. Estabrook consented. I suggested to him that as I had been in Nehemiah Harvey's, a retail shoe store at Montpelier, three or four years and knew something about the kind of goods needed there, I believed we had some shoes that Mr. Harvey could use to good advantage, and that I would like to take some samples home and show Mr. Harvey. "Do you think he would buy any that way?" said Mr. Estabrook. "Yes, I think so," said I. "Take anything you want and I'll give you half the profit made on anything you sell," said he. So I took a few single samples with me. After the holiday, I called on Mr. Harvey. After talking socially awhile I said, "I have some goods I think you could use." He said, "Well, boy, you ought to know." I opened my valise and took out a sample. Mr. Harvey was very tall and stately. I can see him now as he straightened up and said, "Joel, isn't this something new to sell shoes by showing one shoe?" "Yes," said I, "but I thought as I was coming up for Christmas I might as well bring along ten or twelve and show you." "Well, well, I'll look at them," said Mr. Harvey. "If they are just what I want can you get them to me right away?" I told him that we

could. He looked over the samples and selected $180 worth from these. I was much pleased,— the profit paid my expenses home.

Thus was consummated what I believe was the first sale to a retail shoe store from sample. This was late December, 1852, when I was twenty years old. The order consisted of women's, misses' and children's pegged shoes and bootees. I had no men's samples with me.

Emboldened by this good luck, I tried the same thing on three or four others in Montpelier. They never did such a thing before, never heard of such a thing, they said, but three of them gave me orders.

When I returned to Boston Mr. Estabrook, much pleased at the success of my Montpelier efforts, advanced me to $11 a week, and said that it might pay to go up again in the summer.

During the first six months of my employment at $7 a week I had saved $75, which I took home at Christmas.

The Massachusetts Central Railroad was being built at that time. It had gone as far as Blackstone. At that place was quite a railroad workers' settlement. Here an Irishman kept a boarding house. He saved his money. One day he came in to look over some of our shoes, saying he believed he could make some money selling his boarders their shoes. After looking the stock over for awhile, he said he

thought he'd look around a bit, and if he found nothing that suited him better he would come back. Sure enough, back he came, and I sold him quite an order. He asked for his bill when he had completed his purchase. I gave it to him — he paid it, $885, out of a bag of gold he carried. I put the gold in the safe — it was after the bookkeeper had gone for the day. When Mr. Estabrook returned and learned of this unusual transaction he was greatly pleased, I recollect.

Mr. Estabrook went to California five or six years later, and, I believe, died out there.

Among the boys at Estabrook's was one named Lincoln, whom I grew to know very well. He later became one of the founders of the famous wholesale house of Bachelder & Lincoln. Mr. Bachelder was then with a concern opposite Faneuil Hall Market.

IV

In the previous recital of the events of my life I had covered the years up to about 1855, when I was with James A. Estabrook.

At that time, as now, shoe manufacturers had Boston offices, but there was this difference — now only samples are shown in the Boston offices, whereas then the actual shoes were carried. The offices were

really stockrooms. We used to look over the goods, select what we wanted and have the goods shipped at once. Most of the Boston offices were on Pearl Street. Kilby Street, now given over to insurance, was also quite a shoe district. The adjacent streets had some shoe offices, of course.

The Quincy House and the American House were great headquarters for the shoe men at that time.

Wednesdays and Saturdays were the great trade days then, and this custom has continued ever since.

Gilmore & Cole was one of the well-known shoe manufacturing houses with Boston offices in those days.

The leather men held forth a bit farther north, down in the "North End," north of Merchants Row and the old market. Reynolds & Wait was one of the kid leather houses of that day. Lee Claflin & Co. were prominent in sole leather dealing. A. L. White handled sole and upper leather, and imported calfskin.

I remember once that a manufacturer friend of mine in Vermont asked me to buy for him a ton of sole leather. I had never bought any leather, but I went out and looked around, and finally went into the store of Lee Claflin & Co., looked over their goods and bought what my friend wanted. So you see, I added the science of leather buying to my experience at that early date.

About this time my acquaintance with a Vermont man, Horace Herrick, who came from my home town, Montpelier, led to a change in my affairs. Mr. Herrick had been a schoolteacher and preacher in Vermont. Failing eyesight compelled him to give up preaching, and he came to Boston to sell the first wax thread sewing machine ever made. The agent for this machine was a brother-in-law of Mr. Herrick, Elmer Townsend, then one of the best-known auction shoe men in Boston, a member of the influential firm of Townsend, Mallard & Cowing.

Mr. Herrick came to me one day and asked me how I would like to buy out the store of Nehemiah Harvey, at Montpelier, where I had formerly been employed. Mr. Harvey had sold the business, but the purchasers were anxious to sell out. I knew everybody in Montpelier, and knew also that this fifty-year-old business was sound, and with good management would be profitable. So I said I would be glad to go back to Montpelier in this way. I didn't have much money, but through Mr. Herrick and Mr. Townsend, this was no hindrance, and the deal was made.

In the middle of March, 1856, I found myself back in Montpelier, a member of the firm of Herrick & Page, shoe retailers, manufacturers and jobbers — in the very store where a few years before I had begun to learn the business, a young, friendless boy.

We employed twenty-five or thirty shoemakers and produced women's turns and welt buskins, and boots and other kinds of custom work, doing quite a business in the near-by territory.

I should mention in passing that ever since December, 1852, when I took the first order ever taken from sample shown to a dealer, I had annually gone out with samples and sold shoes to dealers that way.

This work of traveling salesmanship I kept up after entering business for myself, covering parts of New England and New York with our own shoes, and also a line of rubbers I secured from Jonathan Pierce, agent for the Haywood Rubber Company.

We bought our shoes from manufacturers and jobbers who treated us very well in the matter of credit. Some of the jobbing houses of that day were: Henry L. Daggett, George L. Thayer, John H. Rogers, C. & M. Cox, Amos Tapley and J. Ireson & Son. At that time Blanchard & Groce were manufacturing men's shoes at East Abington, now Rockland. Daniel S. Howard and Howard & Washburn were prominent pioneer manufacturers in North Bridgewater, now Brockton.

Mr. Herrick was not a shoe man, but worked in the store, on the books, etc.

And now I must digress for a moment and make mention of a happy event in my life—my marriage.

I was married, September 15, 1855, to Miss Addie L. Bickford of Montpelier, daughter of Ebenezer Bickford, who taught me the business whenI first started in at Montpelier, nearly ten years before. I came up to Montpelier Saturday night and we were married Sunday evening, at the Methodist Episcopal Church, by the Rev. Alonzo Webster. We had both sung in the choir for several years. Sunday morning we took our places in the choir as usual. That evening our marriage was solemnized at the beginning of the evening services, and when the nuptial knot was tied we took our places in the choir as usual, and doubtless sang with a great spirit of happiness.

That was fifty-nine years ago last September, and we are both grateful to Divine Providence for these long years of wedded happiness. Mrs. Page and I have journeyed down the years together, far past the usual time given to us here, and are to-day enjoying fair health and the fullness of memory of these many happy years together.

We came immediately to Boston, and lived there until the following March, when, on the purchase of the Montpelier business, we made our home there.

V

In March 1857, I was in Boston on business, and met Jonathan Pierce. Said Mr. Pierce, "Joel, there

is a new machine coming out that I want you to see and give me your opinion on. I have been asked to invest in the company back of the machine, and I'd like your views as to whether it is practical or not."

We climbed four flights of stairs to a room in a building at the head of Pearl Street, and there I beheld the *first McKay sewing machine.*

I looked it over. They sewed a few samples on it for me. Said I, "If you will make two changes in this machine and make them right, it will revolutionize shoe manufacturing."

The two changes were these: A smaller needle must be used and the thread must be thoroughly waxed. This was necessary to insure against ripping. The sewing must be as tight as hand-sewing.

They experimented along these lines and made the changes, and we all know what a success the McKay process has been. Mr. Pierce bought some of the stock.

My business life in Montpelier lasted until 1864, when I sold out to Calvin Fullerton and brother, two young men who had been in my employ. I had bought out Mr. Herrick in 1862.

When I was in the retail shoe business in Montpelier, Vt., in 1862, the Civil War was well under way. Specie was worth twenty per cent premium, and we

had to depend on postage stamps to make change. On ordinary days we storekeepers got along very well, but I recollect election day that year as a serious problem for us. The voters would come to town that day in large numbers, and it meant a big day's business for us.

Mr. Ellis, a dry goods merchant in Montpelier, came to me and asked what we would do for change. I asked him if we couldn't use postage stamps as usual. He said that we couldn't get any more from the post office. "What will we do?" says he. "Well," said I, "*maybe we can issue fractional currency on our own account.* Let's go to the bank and see."

The banker couldn't do a thing for us — the law prevented him from assisting us. But he said he would do this — he would honor our personal checks, if drawn on the bank in fractional denominations of five cents, ten cents, twenty cents, fifty cents, etc., if presented in quantities of even dollars. This was my plan.

I went to the printer and had printed the checks illustrated elsewhere, just as soon as he could get them out. I got about $50 worth.

The next day was election day. The first thing in the morning a man came in and bought a pair of shoes for $1.50, and offered a $2 bill in payment. I tendered him in change one of my "fractional currency"

checks, and after explanations to him, he readily took it the same as money. The whole $50 worth were gone by noon. That night I had $50 worth more printed, and soon the idea was in general use in Montpelier, and in fact throughout the state and elsewhere; and later the United States government got out fractional currency of its own.

I had never seen or heard of "fractional currency," and believe that I was the very first to issue this form of small money for convenience sake and use during that trying time.

VI

A matter of interest at that time, in which I had a part, was a change in the arctic overshoe style of the period.

Thomas C. Wales was agent for a rubber company that made a rubber overshoe with a cloth top that laced up the front — a clumsy affair, red wool lined. Oldtimers will remember this overshoe. The common overshoe of the time was a calfskin with hair on — I sold this sort.

A friend of mine in Montreal sent me a pair of overshoes, practically a *fac-simile* of the present-day cut and style, good-looking, easily adjusted, *buckled.* I went to Montreal, bought five cases, twenty-four pairs to the case. I went to Boston, putting a pair

of the new-fangled overshoes in my carpet bag. I saw John H. Rogers and showed them to him. He was much pleased and asked me to send him a case. When he got the case he showed a pair to Mr. Wales, who bought them, took them to his factory, and copied the pattern and idea.

This was the first arctic overshoe, about as we know them to-day, and I was the first to bring this into America. This was about 1857. This style has remained, with improvements of course, in general use ever since.

In 1864 I sold out my Montpelier retail business to Calvin Fullerton & Brother, intending to go South and engage in business. Ben Butler's affairs in Louisiana at that time made this inadvisable, so I had to give up that idea.

For a season I sold a rubber sole shoe, made by the Heywood Rubber Company, Malden. This was a rubber sole nailed onto a regular leather boot. The idea seemed good, but after being out with it for three or four months, and the shoes not coming right, I gave up the effort and went on the road with Holbrook, Hobart & Porter, who made men's calf boots. They put in a line of shoes to job, but didn't know the jobbing business. They had a chance to sell out at the close of the war to Jackson, Richards & Haven. Mr. Jackson had made money in Canada

during the war. Mr. Richards was a brother of Mr. Richards of the firm of Edwards, Richards & Nichols, Boston dry-goods merchants. Mr. Haven had worked for Henry L. Daggett, then a prominent shoe jobber.

Jackson, Richards & Haven hired myself and one other salesman. I worked three years for them; traveling through New York State, Troy, Utica, Syracuse, Auburn and Rochester to Buffalo.

VII

One man that I sold largely on these trips was John L. Dodge, who had a retail shoe store in Troy. He was the father of Harry D. Dodge and Chandler Dodge, now prominent shoe manufacturers in Newburyport. He was also a brother of Nathan D. Dodge, Elisha P. Dodge and Moses Dodge, all of whom became successful and prominent shoe manufacturers in later years..

E. P. Dodge learned to cut shoes, and went to Lynn and began to manufacture cacks, going to Newburyport in 1869 to make women's shoes for the retail trade. He became one of the most successful shoe manufacturers in the country, making women's shoes. He died about ten years ago.

Mr. Dodge began to come along nicely, but needed a salesman who knew how shoes ought to be

made as well as to sell them properly. John L. Dodge told E. P. that they ought to hire Joel Page. He sent for me to come to see them. This was in the fall of 1869. Nathan D. Dodge had also started to manufacture misses' and children's shoes in Newburyport, and wanted to sell his output along with E. P. Dodge's. Said E. P. Dodge to me: "We don't know exactly what the trade wants; John L. says you can tell us. What will you work for us for?" I named my price — $2,000 and expenses. A Mr. Balch, who was identified with Mr. Dodge in the venture, said they couldn't pay that much. "Why," said he, "we don't have to pay *over $15* a week for our best cutters." He was scared.

E. P. asked me to wait a week before decision. They wrote to John L. He told them the price ought not to make any difference, and to hire me at once.

So they wrote me to come on again. I did so. "How many shoes can you sell?" they asked me. It was a new thing, this idea of selling the trade direct from the factory. The jobbers had heretofore handled that end of the business. I had sold $75,000 for my house, a jobbing concern, Jackson, Richards & Haven. In answer to the question I said: "I don't know." "Will you agree to sell $50,000 for us the first year?" they asked. "No, I won't agree to that. I'll do the best I can." "Well,"

said E. P. Dodge, "John says to hire you. We'll try it. It can't more than ruin us in one year."

So I went to work for E. P. Dodge & Co. I stayed around two or three weeks and helped get out the line of samples I wanted.

I had twenty-five samples of E. P. Dodge's shoes and thirty-five samples of Nathan D. Dodge's. I was to carry both lines.

In February, 1870, I started out. I worked from Troy to Buffalo, then by the "Lake Shore," to Cleveland, Toledo, Detroit, Kalamazoo and Chicago. I was out eight or nine weeks, and made a good success of the trip. My houses were much pleased with results.

In June, 1870, I made another trip as far as Chicago, and two more trips in the fall. When January 1, 1871, came around I was pleased to learn that my sales had totalled $125,000. Mr. Dodge asked me if I didn't want more money, and I received an advance of $500 a year right away. I sold as high as $160,000 a year during the next three years, and had my salary substantially advanced twice.

At the conclusion of the three years' service my contract called for, in 1872, we were unable to come to terms for another period, and our connection was mutually severed. I took out a line very similar to Dodge's, on commission. That was the year of the

big fire in Chicago, where I had a large trade. I held a good percentage of my regular trade, with the new lines I carried.

John L. Dodge sold his Troy business and went to Newburyport late in the '70's, and worked for E. P. Dodge. He was anxious to have me back again, and sent for me to come down and talk it over. I went down and told them I couldn't come with them for another year, and said that at the end of the year I would talk. This was about 1877, and in the mean time I had been selling shoes on commission through my old territory.

When a year passed by I again engaged with the Dodge interests, and when 1880 came along, I was again selling my old line in my old territory, to which St. Louis had been added.

When I sold out my retail shoe business in Montpelier I came to Boston to engage in business, but made my home in Cambridge, across the Charles. Here for three years was my home. My family consisted of Mrs. Page and myself and our two young daughters, and I am happy to say that the little family circle has been unbroken all these many years. One of my daughters is Mrs. Elisha W. Cobb, wife of the former president of the Boston Boot and Shoe Club, and a member of the leather firm of Beggs & Cobb.

After three years' residence in Cambridge we moved to Boston, where we bought a house on West Canton Street, and made our home there for eight or nine years. About 1877 we traded our West Canton Street home for a house in Melrose, at 136 Vinton Street, and there we have ever since resided.

During these nearly forty years of life in Melrose I have been identified with the public affairs of that city, in some measure. I was a member of the Republican town committee for sixteen or seventeen years, and was a delegate to Republican state conventions many times, and twice was a delegate to the national convention of Republican clubs, once in Cincinnati and once in Cleveland. I have been a member of the Melrose Lodge of Masons for many years, also the Chapter and Hugh de Payne Commandery. Am also a member of the Melrose Club, the Home Market Club, and the Middlesex Club. For fifteen years I was on the board of trustees of the First M. E. Church in Melrose, and for six years chairman. In 1904 I was elected an alderman of the city of Melrose and served four years in this capacity, one term being alderman-at-large.

I am proud to record that I voted for John C. Fremont, the first Republican candidate for president, in 1856, and have voted the Republican ticket ever since.

As this is written about Lincoln's birthday, I am reminded of the day that Abraham Lincoln was shot. I was in Cincinnati at the time, and was in the store of J. M. Potter when the news came that the President had been shot. Mr. Potter was the first to tell me. It created tremendous excitement, and everywhere were evidences of grief and mourning. I do not recollect ever knowing the nation more filled with sorrow than this sad event brought.

But to get back to shoe-talk. In 1879 I returned to road service with E. P. Dodge, and traveled my old territory — New York, part of Pennsylvania, large cities in Ohio and Michigan and Illinois, including Chicago. I also made St. Louis and other sizable towns down that way, as St. Joseph, Joplin, Springfield and Kansas City, and stopped at some other cities on the way back to Boston. I never made many of the small towns in my travels, but visited, year after year, the larger cities in the territory I covered.

I was with E. P. Dodge until 1900 and represented him for nearly twenty-five years, all told.

Mr. Dodge was one of the very finest men in the trade, and it was a pleasure to work for him. In all the years I was with him I never had an unkind or ungenerous word from him. He was all that was just and fair and honorable, and I am glad at this

time to pay this tribute to his memory. His partner was Henry B. Little, and Mr. Little was truly one of God's noblemen. Mr. Little is in business now as a member of the shoe manufacturing firm of Ireland-Grafton Company at Dover, N. H. These two men were the highest type of business men, and no man ever was associated with better.

John L. Dodge, brother of E. P. Dodge, was also a high-minded gentleman and a splendid man, and I can speak of him in the very highest terms. As stated before it was through him that I happened to make a connection with E. P. Dodge. John L. Dodge's sons, Harry D. Dodge and "Chan" Dodge, have maintained the high standard of the name, as members of Dodge Brothers at Newburyport.

As this book is in preparation for the press I learn with deep regret of the sudden death of Nathan D. Dodge, at Los Angeles, Cal., May 8, 1915. Mr. Dodge was a man of sterling integrity and finest character, "a gentleman of the old school," whom I long knew and respected. His son, William G. Dodge, is head of the present Nathan D. Dodge Shoe Company at Newburyport.

VIII

In recalling the many trips I made during this period from 1879 to 1900, memory naturally brings

the names and recollections of many of the buyers I called on and sold. I well recall among these, without going into an extended list, the following gentlemen and houses, then widely known as representative shoe merchants of their day and generation: C. D. Packard, Troy; Mr. McDougall, Syracuse; William Eastwood and George Gould, Rochester; N. O. Stone, Cleveland; James H. Jewett, Buffalo; Mr. Nettleton (a brother of A. E. Nettleton), Toledo; A. R. Morgan and Richard H. Fyfe, Detroit; Bullock Brothers, N. B. Holden, B. F. DeMuth, D. L. Streeter, Chicago; Bradley & Metcalf, Milwaukee; J. P. Schnellbacher and H. Thielbar, Peoria; J. G. Brandt, T. J. Reid, C. E. Hilts, Mr. Cristman, The Famous, The Grand Leader, St. Louis; J. M. Potter, and Mablew & Carew, Cincinnati.

Many others I knew well and deeply, and counted as my friends. Most of them have retired or passed to the Great Beyond, for Time reaps his sure harvest, and when a man reaches four-score years he has seen the going out of many, many friends he knew and valued in the years gone by.

In 1900 I decided to retire from such active work as the Dodge line required, and I severed my connection with reluctance and regret, after nearly a quarter of a century of service.

Here I wish to say a word of appreciation for the many warm friendships I made among my fellow shoe traveling men. A bit later I shall have something to say by way of recollection of some of these royal good fellows and companions in the work.

For four years after 1900 I engaged in buying and selling shoes on my own account, dealing in about the same grade of goods made by E. P. Dodge & Co. My office was at 25 Lincoln Street. I made several trips and carried a stock of shoes at Lincoln Street. This I continued until 1904. In 1905 I was obliged to cease active work, on account of trouble with my knees which prevented travel or hard work; and I have since "taken life easy."

IX

The recent organization of the National Shoe Travelers' Association brought back to my memory the recollection of the first association of traveling shoe salesmen — *The Boot and Shoe Travelers' League.* This was founded in the spring of 1885. The circumstances were as here related.

A dozen or more of the boys happened to be together in Boston, and the suggestion was made that an organization be formed. The idea was well received, and after talking it over we decided to meet later at the "boot and shoe exchange" and effect a

temporary organization. This was done a few days later, with a temporary membership list and officers.

Some of the boys who participated in that first gathering for the purpose of organization were: J. Harry Colburn, Fred Lemon, David Williams, James Estabrook, Joel C. Page, Frank Wilder, Oliver M. Fisher, R. W. Fitzpatrick, Rush Green, George W. Hall, J. C. Hunt, E. H. Lewis, E. J. Pierce, S. Preston Moses, C. C. Robinson, Fred Weldon, and, I think, Harry Ripley and Charles J. Shriner, William Noll and A. W. Gage.

We formed a temporary organization, April 10, 1885, and adjourned to a week later, when a permanent organization was accomplished.

The first officers of the "Boot and Shoe Travelers' League," as we called the new association, were: president, Robert Sawyer; vice-president, Joel C. Page; secretary, Frank L. Wilder; treasurer, George W. Hall.

Here I wish especially to speak of the *objects* of the new organization, as set forth in the consitution and by-laws:

"*The object of this organization is to adopt plans which shall promote and maintain a high standard of business integrity, to effect which it shall strive to co-operate between its members and manufacturers and jobbers in the boot and shoe trade, and for the benefit of manufacturers, to keep a list of honest and straight-*

forward boot and shoe salesmen; also a list of manufacturers and jobbers whose names are tarnished by unfair and dishonest dealings."

It will be seen that the underlying purpose of our "League" was the uplifting of the standard of traveling shoe salesmanship as a profession, and the elimination of the evils that injured the calling, both on the part of the boys and the manufacturers. I have always felt that the profession of shoe salesmanship is a high and honorable work, and have always advocated everything tending to preserve a high standard among the men who travel.

We had several meetings, and affairs progressed nicely. Pretty soon, however, we were obliged to leave on our spring trips, and matters necessarily were at a standstill until the boys began to return to Boston in the summer.

The first social gathering of any consequence was an outing and dinner down the harbor that summer of 1885. We chartered a boat and, ladies included, made the sail to Downer's Landing on the south shore of Boston Harbor. Here we enjoyed a fine dinner.

There were present between seventy-five and one hundred. Several of the boys were called on to make speeches and a general good time was enjoyed.

In February, 1886, new officers were elected, and I have always been proud of the fact that the boys honored me by making me president at that time, and I served two terms. W. H. Huntington was elected secretary then.

There had been considerable agitation for club rooms. This crystallized into action, and we soon had accomplished this purpose by securing rooms, well fitted up, on Devonshire Street. The boys patronized these rooms regularly, and they soon became too small for our needs. I think we had about two hundred members at that time. The membership fee was raised from $5 to $7.

We had quite a spirited election in 1887, a good-natured contest resulting in unusual interest. The boys who could not be present were allowed to vote by proxy. These officers were elected: president, Joel C. Page; first vice-president, J. Rush Green; second vice-president, Fred P. Baker; secretary, William H. Huntington; treasurer, George W. Hall; executive committee, Fred Lemon, N. H. Redpath, G. F. Blake, D. F. Williams, J. B. Spencer, W. H. Balkam, Jr., T. H. Chamberlin, A. H. Atherton.

That year we moved from Devonshire Street. These quarters had been outgrown. A committee was appointed to investigate, and we finally secured

a location on Bosworth Street, off Tremont Street, not far from the "Old Granary" burying ground. These rooms were larger and fitted up more elaborately. We had billiard and pool tables and plenty of card tables, chairs and other furniture for our comfort and convenience.

We raised about $1,500 by subscription to fit up the new rooms. I have a list of these subscriptions and the payments of the money. Some of the subscribers to the fund were: George Strong, W. W. Spaulding, J. S. Turner, Lilly, Bracket & Co., J. E. Donallen, George N. Coburn, William Porter & Son, Kimball Brothers, Woodbury Brothers, Boyd & Cary, Ora Cushman & Co., Houghton, Coolidge & Co., J. W. Brigham, Packard & Grover, Dunn, Green & Co., J. C. Bennett & Barnard, Church, Brown & Co., *Shoe and Leather Reporter*, Hosmer, Codding & Co., Miller & Foster, Moody, Estabrook & Co., Crapley & Co., Pfister & Vogel, John O'Connell & Son, Alexander Torrey, Johnson, Moody & Co., Samuel Hanna, R. G. Salamon, J. M. Lee & Co., J. H. Torrey, Terrill, Church & Co., E. P. Dodge & Co., Parker, Holmes & Co., M. C. Dizer & Co., Isaac Prouty & Co., Redpath Brothers, Peninsular Novelty Company, Hayden, Gardiner & Co., Cox, Gardner & Dorr, Rice & Hutchins, Batchelder & Lincoln, etc. We remained in Bosworth Place three years, and many good times we all enjoyed

there. I often wish the Boston shoe trade had a social club headquarters like that now. We would all enjoy such a club.

George Ahl succeeded me as president, and later N. H. Redpath was president. George Strong was the last head of the League. In 1893 I was sent to the World's Fair at Chicago as the League's delegate to the convention of traveling salesmen then held. I was the only shoe trade delegate at this convention.

In 1893 a feeling grew up in the League that the club rooms were too far away from the shoe and leather district, and after considerable looking about, quarters were secured on Bedford Street, not far from Summer and Lincoln streets.

Here our rent was pretty high and soon we found we couldn't stand it, together with other increased expenses, etc., and so the League finally suspended activities, in 1895, I think it was.

I am glad to know that there is such a strong movement in the organization of the National Shoe Travelers' Association and I wish this organization the greatest success.

X

My whole business life was devoted to shoes, and while I naturally made the acquaintance of hun-

dreds of retail shoe dealers, manufacturers, and others, the traveling salesmen form the central place and chief remembrance of the long years of my active business career.

The recollection of the traveling shoe salesmen is constantly with me. Daily I recall the faces and figures of well-remembered friends of the road. Many have journeyed on across the border into the silent land of the beyond, and those of us that are left will never forget that good company, the companions of another and an earlier generation.

These memory-sketches would be incomplete without at least a fleeting reference to some of the comrades of the road. I wish I might record fittingly something of every one, but neither space nor time permits. Indeed, memory is so fitful that I shall likely fail to put down here some of the things that I ought not to overlook and that will occur to me later.

Naturally enough, the more than sixty years that I traveled brought me in active contact with two generations of traveling salesmen, and I am today mingling occasionally with the young men that I know are the third generation.

As I have written before, I was a charter member of the first association of traveling shoe salesmen, the Boot and Shoe Travelers' League, and was its second president. When I retired as president

of the league, the boys presented me with a very valuable gold-headed ebony cane. I still have that cane and prize it highly as a treasured memento of other days and friends of long ago. At the dinner at which this cane was presented to me, the then Governor Brackett was our guest and sat at my right; and the famous clergyman, Rev. Dr. Minot, was on my left. It was a splendid occasion.

Later, when the Boston Shoe Travelers' Association was formed, I was on the committee to nominate the first set of officers. I remember well that I suggested William Noll for secretary, and he was elected and has remained ever since the popular and efficient incumbent of that office. The late Thomas D. Barry was the first president of the Boston Shoe Travelers' Association.

XI

Who were some of my comrades and friends of the road? Out of the multitude, I recall to-day some of the conspicuous figures, and will add just a line or two of their names.

The first traveling salesman that I recall was Edward Ray. He began traveling in 1855, about three years after I started. He represented Pancoast, Sage & Moore of Rochester, and was for

years a landmark among shoe salesmen. I do not recollect any other salesmen earlier than 1860. After that the figures multiply rapidly, and I can only refer to a few.

In the sixties and seventies I remember such men as W. H. Stacy, Harry Adams, James Richardson, Harry H. Gray, J. Harry Colburn, John Davy, John G. Earl, Newton H. Redpath, John Laird, Ham Mead and George Strong.

In the eighties and thereabouts I call to mind such men as A. W. Gage, Henry A. Loomis, A. E. Little, E. J. Pierce, George Smith, E. H. Lewis, J. C. Hunt, Frank L. Wilder, E. F. Tibbetts, George Ahl, George W. Hall, Herbert A. Harrington, Harry H. Ripley, T. H. Chamberlin, A. W. Dubois, Oliver M. Fisher, Charles J. Shriner, A. C. Walker, C. C. Robinson, Wickliffe A. Hill, Harry D. Dodge, Fred Lemon, and W. P. Plummer.

Some of these no doubt lap over into the seventies a bit, and some were in the later eighties. Of the traveling men since 1890, I have known a very great many.

Fred Welden traveled for J. C. Bennett & Barnard, of Lynn. He is now dead. He was a splendid man.

W. H. Stacy represented Gray Brothers, and Harry Adams traveled for Burt's men's shoes. These two men united to form the men's fine shoe

manufacturing house of Stacy, Adams & Co., in Brockton, in 1875. Mr. Stacy is active in that business to-day. Harry Adams died several years ago and is remembered most kindly for his genial good nature.

James Richardson traveled for the then well-known Reynolds Brothers, of Utica, N. Y., and is now in Chicago.

Harry H. Gray, now deceased, I first knew in Little Falls, N. Y., where he had a shoe store. I sold him shoes in 1865. About 1869 he went to Syracuse and started the women's manufacturing business that now bears his name as "H. H. Gray's Son," and is owned by his son, John S. Gray. Harry Gray was known as the "dancing man."

J. J. Cromwell traveled for a New York house. He is now dead.

J. Harry Colburn now represents Hanan & Son on the Pacific Coast, and is a brother of Frank M. Colburn, who travels for Hazen B. Goodrich & Co. Harry Colburn traveled in the early days for Henry Damon, and at a later period was with Hathaway, Soule & Harrington.

J. G. Earl, now dead, was the poet of the traveling salesmen of the earlier generation. He represented Krippendorf-Dittman, of Cincinnati.

Newton H. Redpath, who died several years ago, sold goods for Redpath Brothers, Boston, of which

firm he was a member. He was a brother of E. W. Redpath.

John Laird traveled for Laird, Schober & Mitchell, of Philadelphia.

Hamilton Mead was a salesman for Krippendorf-Dittman. He is dead now.

A. W. Gage was on the road in the later eighties for his own firm of Hayes, Gage & Loomis. Henry A. Loomis, of the same firm, died in California, over twenty years ago. Both were also on the road for George F. Daniels.

E. J. Pierce, now in Chicago, represented Alex. Torrey & Co.

George Smith traveled for E. P. Dodge.

George Strong carried his own shoes, and is still active as the head of his factory at East Weymouth, Mass.

E. F. Tibbetts, now dead, sold his own shoes, made in Newburyport. He was a big-hearted man.

F. L. Wilder, who died some years ago, was for several years with E. P. Dodge, later for himself.

J. C. Hunt traveled for Cox, of Philadelphia, and died a number of years ago.

W. P. Plummer was one of the first salesmen with E. P. Dodge & Co.

George W. Hall was one of the well-known salesmen during the eighties. He died at his home in Rockland, Mass., a year or two ago.

Wickliffe A. Hill was for years on the road for, and a partner of, A. E. Nettleton, of Syracuse. He lives in Syracuse.

A. C. Walker was with P. Ware, Jr., & Co.

Herbert A. Harrington sold shoes for Hathaway & Soule, and later became a member of the firm, as Hathaway, Soule & Harrington. He was later with the J. G. Brandt Shoe Company, retail dealers, St. Louis.

Harry D. Dodge, a son of John L. Dodge, first carried shoes on the road for his uncle, N. D. Dodge, and managed a jobbing store in New York for the same uncle. Later he came back to Newburyport and helped establish Dodge Brothers, with which house he is still connected.

Fred Lemon, well known in his day, died several years ago. He had the first named shoe, I believe.

Oliver M. Fisher, now president of the M. A. Packard Company, Brockton, was on the road in the eighties, for this company.

Harry Ripley was then with J. C. Bennett & Barnard, of Lynn. He is now traveling South for L. B. Evans' Son Company.

Charles J. Shriner and Milton Urner I remember first as traveling for a Baltimore house, and later for French & Hall, of Rockland, and still later they established the men's fine shoe manufacturing firm of French, Shriner & Urner, in Boston. Mr. Urner

died two or three years ago. Mr. Shriner died February 21, 1915.

A. W. Dubois is now with Charles K. Fox, Inc., in New York.

John Davy, then in Cincinnati, was with Rice & Hutchins, at New Orleans, but died recently.

C. C. Robinson, now with P. J. Harney in Cincinnati, I understand, was with P. Ware, Jr., & Co., in those days.

XI

The close of the war in 1865 brought about a big revival in the shoe business. No less than ten new jobbing houses started up in Boston in 1865-1866.

As now, the boys on the road used to meet at the different points en route and fraternalize. There has always been a very good feeling of comradeship among the traveling shoe salesmen.

Hotels always have played a big part in the life of the traveling men. Great changes have taken place in this particular, and the accommodations and conveniences now afforded the shoe boys are vastly superior to the conditions fifty years ago, and I am glad of that. Life on the road is hard enough, and

the boys are entitled to all the comfort first-class hotels can give.

In the old days I recall that we used mainly to stop at the Gibson House, Cincinnati; the Tremont Hotel, in Chicago, before the fire and later at the Palmer House; at the Planters' and the Lindall, in St. Louis. I was at the Lindall in St. Louis at the time of the great storm over fifteen years ago. At Louisville we stopped at the Louisville, and at Kansas City it was the St. James, first, and later the Midland.

XII

Now I come to the concluding chapter of this account of my sixty years of service in the shoe trade. The telling of this life's history has been a source of pleasure to me, and as the many years have passed in review I have found enjoyment in the contemplation, and have in some measure lived again these fruitful and pleasant years. I hope the readers of this account have had as much pleasure in the reading as I have had in the writing.

The main thought that is present, as I reach the conclusion, is one of wonderment at the many and vast changes that have transpired in these sixty years and more since I first ventured forth to sell shoes from sample, the pioneer of that long and distinguished line of men who have constituted the army of

traveling shoe salesmen with whom I have always been proud to count myself an associate and companion in the work.

Think of the change from the shoemaker of seventy-five years ago, working away in his chimney corner, bent over his work, the tub of water by his side, his tools handy to reach! He was a complete shoemaker, fashioning the entire shoe from cutting to finishing. He made all the shoes for his own family and for as many others as time permitted.

The few "factories," or shops, making a few hundred *barrels* of low-cut shoes, and shipping these to cities, such as Boston, New York, Philadelphia, have grown to a thousand modern factories and great firms, some making as many as fifty thousand pairs a day. Just think of it—fifty thousand pairs *a day!* It is almost past belief. From supplying a few neighbors and shipping a few barrels away to the cities, the American shoemaker now supplies a hundred millions of his fellow citizens, and also furnishes footwear to every civilized nation on earth. No industry can show greater progress and development than the shoe trade. I could go on making comparisons that would be astonishing, and still barely touch on the wonders of it all.

As I have previously said, I believe that I was the very first man ever to sell shoes to the retail trade from sample on the road. From such humble be-

ginnings, *one salesman*, with a w samples in half of an old-fashioned valise, *to-day* n *thousand shoe salesmen*, with heavily laden sampl runks, carrying from one hundred to five hundred mples, go forth each season, visiting every city, t n and hamlet in the land.

What other business has ade such wonderful advancement in two generati s?

I believe this progress wi be maintained in the years to come. As new pro ms arise, the American shoe manufacturer and t American shoe salesman will solve them all with urage, persistence, intelligence, ability and integr .

Now I want to say a f words to all my old comrades of the road, and er friends and associates in the trade. I have a ays valued deeply the friendships I have enjoyed mong the shoe men, and it is my desire to give anks to all for many evidences of good-will, c rtesy and kindness. Many of the old friends ha passed away, leaving good memories of other years All of the older generation now living, and the y nger men I have been privileged to know in these ter years of my life, I wish to thank for generou kindnesses to me. I continually am reminded old friends and new, and these reminiscences a indeed a light and a blessing to my old age.

The trade journals have grown, in my remembrance, to become powerful influences in the trade, and I appreciate their many courtesies to me and recognize the large place they occupy in the estimation of the traveling salesmen. The *Boot and Shoe Recorder* was the first to start. I remember it very well, over thirty years ago. *The Boots and Shoes Weekly*, now the *Shoe Retailer*, followed soon after, then the *Footwear Fashion* and others came into existence later. And THE SHOEMAN, in whose pages have appeared these reminiscences of a long life, has earned a very high place in the faces for good in the trade.

The various manufacturers' and salesmen's associations have come into being in the last generation, and have been great factors in the development of our trade, especially in bringing together the various interests and individuals, and have created a wide and deep spirit of friendship, good-will and co-operation that has accomplished much good, and will continue to be of much more benefit in the future. These associations have honored me by electing me to honorary membership, and I warmly appreciate their kindness and signal courtesy. May they all live long and prosper and all good fortune attend the members!

In conclusion, my heartiest, best wishes go out to all my good friends in the trade, for all the good things of life, success well won and prosperity enjoyed.

A. W. GAGE

Mr. Gage, one of the pioneer traveling shoe salesmen, collected the old-time photographs of veteran shoe salesmen originally published in *The Shoeman*, and has assisted in the further compilation for this volume; he has also written the brief sketches accompanying these portraits.

SKETCHES OF TRAVELING SHOE SALESMEN OF TWENTY-OR-MORE-YEARS' STANDING AND WHOSE PORTRAITS ARE HERE SHOWN

By A. W. Gage

Note.— These sketches are in the order in which the portraits are published elsewhere, grouped according to the plate numbers. No attempt is made to give complete biographical data.— *Editor.*

I

Joel C. Page

I hardly dare say how long ago he first began to travel selling shoes, but he was the first to show samples to the retail trade. I believe it was some fifty years ago. I cannot remember all the houses he represented, but all his old friends associate him with the old firm of E. P. Dodge & Co., of Newburyport, Mass., whom he represented for many years. He has now retired, and at the age of eighty-three is still hale and hearty, and comes to Boston from Melrose about once a week or so, to meet those who are left of his old friends, and to talk over old times.

A. W. Sargent

This is A. W. Sargent, better known as "Pop" Sargent. There was no better known man in those days than "Pop" Sargent. He sold for A. F. Smith, of Lynn, and probably sold more shoes for them than any of the "ten-thousand-dollar men" of these days. He will be remembered by many of the old buyers. He died in Chicago about twenty years ago.

Charles W. Newhall

You will all probably recognize the portrait of Charlie Newhall. He looks just the same to-day, only *his hair has grown*. We all remember him as of Newhall & Barbour of Lynn, then with Whitman, & Keith; also Mrs. A. R. King Corporation, Lynn. He is now with the Burdett Shoe Company, Lynn, and is just as lively as ever. Nobody knows how old he is and he doesn't care; but how he does enjoy his summer home in Maine!

Thomas S. Slack

You will have to guess who this is. The original of this picture was once with P. Cox & Co., Rochester, and later with the Dalton Shoe Company. Now he has settled down in New York City, representing the Bliss & Perry Company of Newburyport, and the Miller Shoe Company of Cincinnati. He has now a smooth face and a fat stomach and his name is Thomas S. Slack. He is responsible for the nucleus of this collection.

R. J. Prince

Here is Rod. J. Prince of Portland, Ore.; but seeing this photo with whiskers you would hardly know him now with his smooth-shaven chin.

He is well known from Michigan to the Coast, where he is now selling M. A. Packard shoes and has

a jobbing house in Portland, Ore. In the old days he will be remembered by the old dealers in Michigan, when he was selling for Redpath Brothers and traveling with his old friend Hatch.

Walter S. Aldridge

Walter Aldridge was so well known that we can say little. His sudden death, December 9, 1910, was such a sad blow to his friends that we need say no more. We all remember him as with Wright & Peters, and at his death, a member of the firm. This picture, taken over twenty-five years ago, shows little change, only he was stouter at the time of his much-regretted death.

George L. Hale

We now have Uncle George L. Hale, from a picture taken in the early 80's. Can't see that he has changed much, for now at seventy-nine he looks about the same and is as active selling Lounsbury & Soule's shoes in New York State and New England as he was for Lounsbury & Matthewson and John J. Lattemann and a few other lines. He is indeed one of the "old boys." Probably he is the second oldest salesman next to Joel Page.

E. M. Hutchinson

This is "Old Hutch, " but, to be more respectful, his name is E. M. Hutchinson, for we must be respect-

ful, as he has retired and has a retail store in Portland, Me. He is best known by his old friends as traveling for Adam B. Robbins, Wallace Elliot and later for E. & G. Wallace. When you see this, I bet you'll remember him.

David Williams

There are many in the middle West and on the coast who will remember this face — Little Dave Williams, who traveled for E. P. Dodge and made so many friends by his witty sayings. He died about twenty years ago in Boston, but we will never forget him.

II

William M. Kiley

You may not recognize this picture, yet he is still one of the best-known salesmen of the country, —"Billy" Kiley. He began, we believe, in Newark, N. J., with Johnston & Murphy, and was with the Dorsch Shoe Company, and originated the "bull dog" shoe. He was with Gordon & Kiley and McDonald & Kiley of Cincinnati. He is still selling shoes from Cincinnati, now with the Manss Shoe Manufacturing Company. Nuf sed.

C. B. Slater

Here we have another guess, but it is C. B. Slater or "Bert" Slater, as he is known by his old friends;

now of the firm of Slater & Morrill, Inc., South Braintree, Mass. Would you know him now, with his gray hair and smooth face? The history of his past life is not hard to write, but as we remember him he was with C. H. Fargo, Chicago, for some years, then with Whitman & Keith, and several years ago formed the present firm of Slater & Morrill.

James A. Lawrence

To see this picture you would not think that it was our gray-haired friend, James A. Lawrence. As we remember him he was once in the retail and jobbing shoe business in Marshalltown, Ia., then with P. Cox & Co., and the Dalton Shoe Company, and later opened up a jobbing house in Chicago. He is now with Burley & Stevens, and as lively as ever.

A. W. Gage

This is not a picture of Justice Hughes, but of A. W. Gage, mostly known as "Gagey." He has had quite a career, beginning his shoe experience with Geo. F. Daniels in 1878, being in the firm until he resigned to form the firm of Hayes, Gage & Loomis. Then after a severe sickness he traveled for P. A. Wadleigh, remaining with him for twelve years. After being out of the shoe game for two years (to his sorrow) he returned to the road. We can only say that he is slightly changed, but still in the ring.

Clare A. Benedict

Now we come to the sublime; in this picture of the "Beau Brummell" of the days past — Clare Aubert Benedict. We can never forget him. He traveled for Hanan & Son, Selz-Schwab and Williams-Kneeland Company. Of late years he has retired from the shoe game, and last heard from was selling automobiles in Buffalo, and we hope and believe successfully.

Henry A. Loomis

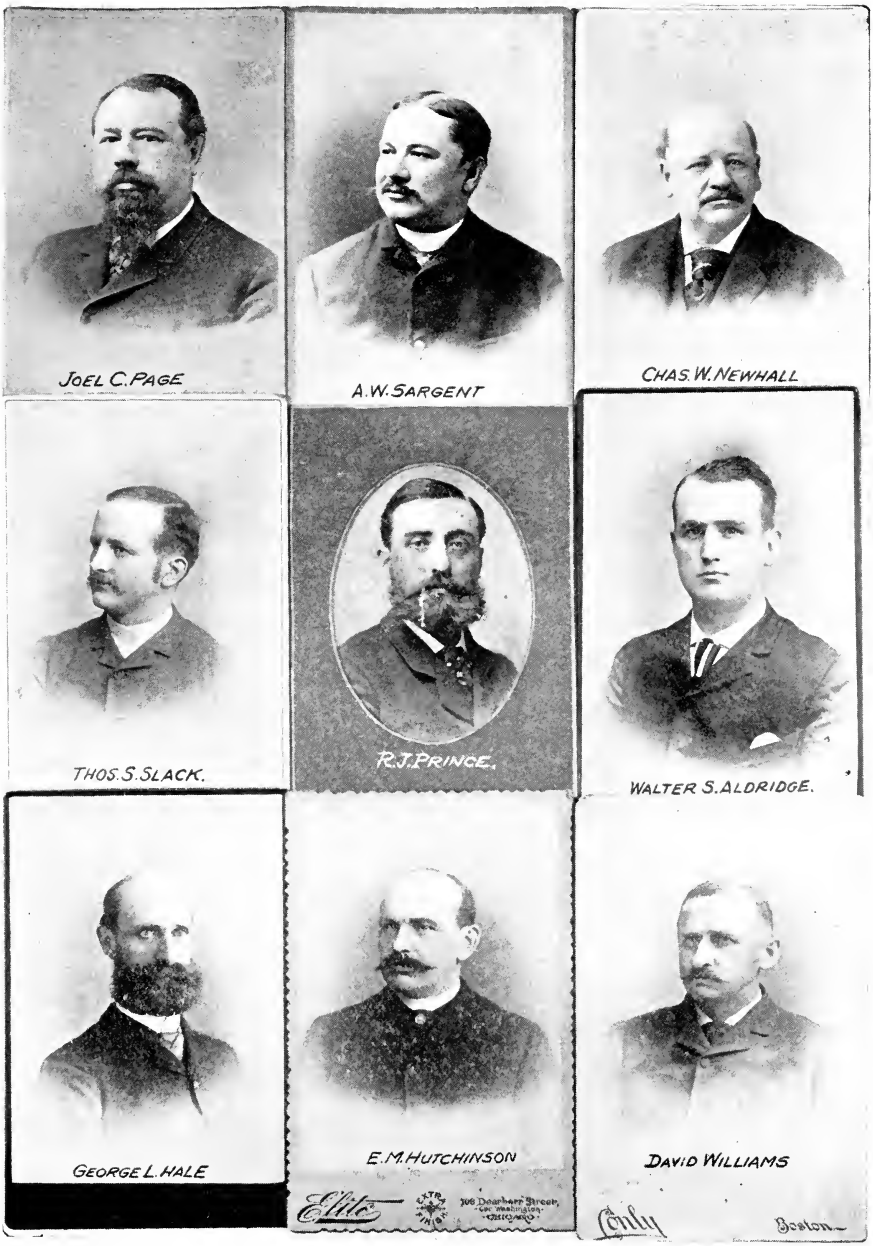
I fear that not many will remember this face. It is the junior member of the formerly well-known firm of Hayes, Gage & Loomis, — Henry A. Loomis, better known as "the Professor" because he looked more like a professor than a shoe salesman, but all he professed to sell was shoes and he sold a lot of them in his day. He began his career with George F. Daniels. He passed over the Great Divide about twenty years ago at Gault, Cal. He was a prince of good fellows and will be remembered, among many splendid qualities, for his quaint sayings.

Herbert Hill

This looks like some good old sport and perhaps it is, for it represents little "Herb" Hill as he looked twenty-five years ago, when he was selling a lot of shoes for John Foster of Beloit, Wis. We remember

(*Continued on page 81*)

"Should Auld Acquaintance Be Forgot,
And Never Brought to Mind?
Should Auld Acquaintance Be Forgot,
And the Days of Auld Lang Syne?"



"To know, to esteem, to love, and then to part
Makes up the tale of many a feeling heart."

JAMES A. WALLACE

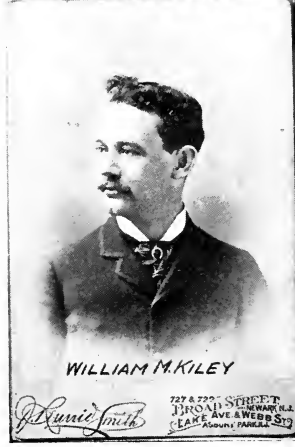
C. E. SLATER

JAMES A. LAWRENCE

LBERT HILL.

A. W. GAGE

CLARE A. BENEDICT

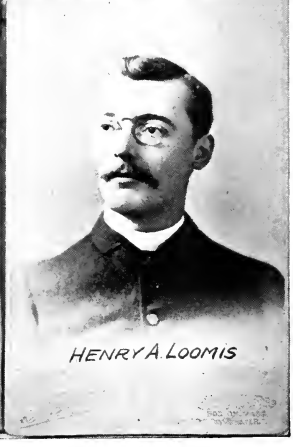


WILLIAM M. KILEY

J. Lunie Smith

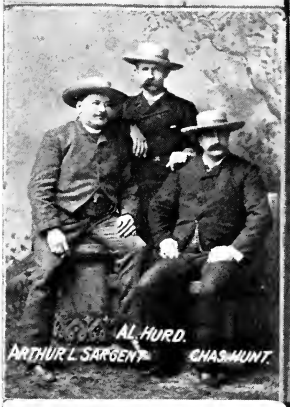
727 & 729 BROAD STREET NEWARK, N.J. LAKE AVE. & WEBB STS. ASBURY PARK, N.J.

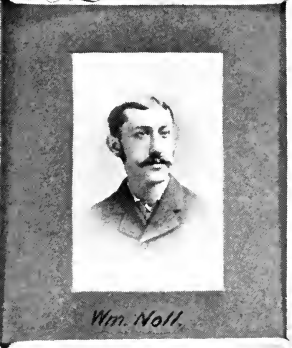
MATT MULLEN



HENRY A. LOOMIS

" Life! We've been long together,
Through pleasant and through cloudy weather."





" The thought of our past years in me doth breed
Perpetual benediction."—WORDSWORTH

"I knew him, Horatio: a fellow of infinite jest, of most excellent fancy." — HAMLET

"My never failing friends are they,
With whom I converse every day." — SOUTHEY

TILL BUSH.

W. A. HILL.

A. W. DUBOIS

WM. H. CANNON

WM. CRAWFORD.

W. E. GRANDALL

HARRIS M. BARNES

T. T. MERRILL.

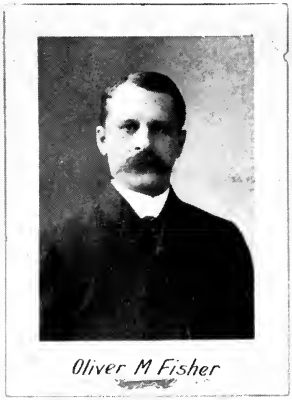
R. E. HARRISON

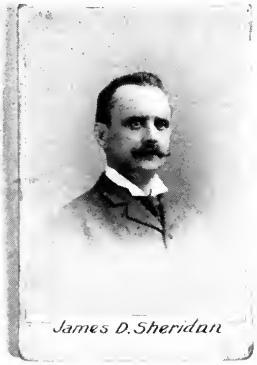
" *Thy courtesies about thee play*
With no restraint, but such as spring
From quick and eager vistings." — WORDSWORTH

" The friendship I have conceived will not be impaired by absence." — GEORGE WASHINGTON

"What strange disguise hast now put on?"
— COLERIDGE

Wallace T. Grow


Oliver M Fisher


James D. Sheridan

E. J. Pierce
Eldredge ADRIAN, MICH.

Frank C Kellogg

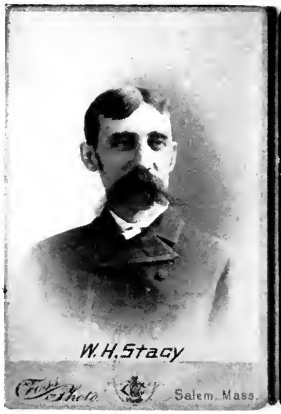
B. Frank Page

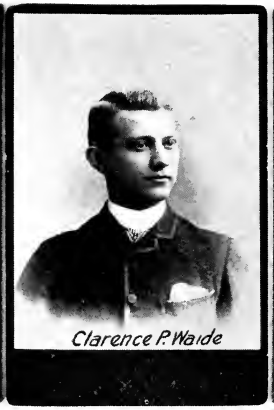
Col. A. C. Walker

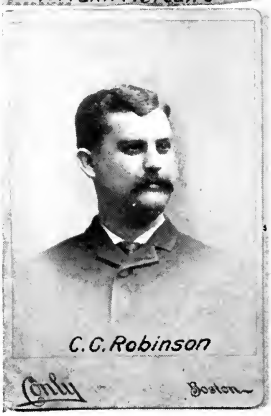
J. B. Mc Cune

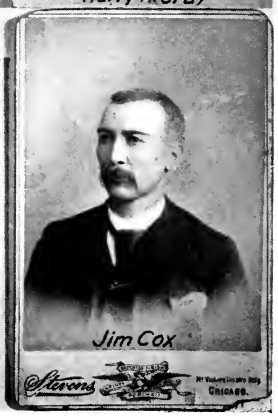
F. J. Doan

" 'Tis greatly wise to talk with our past hours,
And ask then what report they bore to heaven."— YOUNG









William E. Gerrish

E. H. Stetson

C. E. Baird

A. M. Center

C. R. Beach

Hugh M. Deyo

B. F. Wetherby

Chas. A. McCarthy

E. S. Willmarth.

"*The friends thou hast, and their adoption tried,*
Grappie them to thy soul with hooks of steel."— SHAKESPEARE

(*Continued from page 68*)

him first with Rumsey Brothers of Lynn. For some years he was in poor health, but lately has come back to earth, and we often meet him at the Essex Hotel.

James A. Wallace

We hope you haven't forgotten James A. Wallace who made his mark years ago selling Upham Brothers' shoes in the middle West and on the Coast. He died in Providence, after a long sickness, fifteen years ago.

Matt Mullen

We think you will all recognize this handsome face looking just as happy and genial to-day as he did twenty-five years ago, only there are a few more gray hairs. Matt Mullen we remember first with Newhall & Barber and also the Mullen Shoe Company, and he is now still with the Mullen Shoe Company, 22 High Street, Boston, — one of the greatest shoe salesmen of the time.

III

Eugene Baldwin

Many of our old friends will be glad to see this happy face again, for Eugene Baldwin, although he died about twenty years ago in Cambridge, is still remembered in the Northwest, where he traveled for many years. Who could forget his witty sayings? Wish space allowed us to repeat some of them. We

remember him as being with C. W. Copeland, Burley & Usher and R. T. Wood & Co., and when he passed away he was with W. L. Douglas. He was the "noblest Roman of them all."

George Lane

George Lane is well remembered in Indiana and parts of the South. We remember him with Wallace Elliott and now with Williams & Kneeland. He looks about the same to-day, only gray hairs come to one of his age. What that is, no one knows, but ask Old "Hutch" — he can give a history of his past life.

Ralph Mears and E. W. Mears

This is not a vaudeville sketch, but a photo of two well-known salesmen. You will be surprised when I tell you the one on the left is Ralph Mears, long identified with selling the jobbing trade, and very successful in that day as he is in the present.

The one with the whiskers all over his face is our old friend, E. W. Mears. He was at this time with Tibbetts & Couch and later with James A. Banister & Co., but for the past ten years has sold lots of rubbers in New England. This picture was taken about thirty years ago. Observe the dinky little hats and the Seymour coats.

The shoe Ed. has in his hand was a woman's Curico Kid McKay, selling for $2.25. Guess you could get a better one in these days of higher prices at $1.60.

Messrs. Hunt, Sargent and Hurd

This is not a gang of hold-up men, but was taken for Charlie Hunt on right, "Pop" Sargent on the left and "Al" Hurd in the center. Hurd was at that time with Strong & Carroll. Now he is in the leather business in Brockton. The others have been described.

J. C. Hunt

J. C. Hunt, familiarly known as "Charlie" Hunt. He was best remembered selling N. B. Cox & Co.'s line of cacks and he sold a lot of them in his active days. You would scarcely recognize him during his long, lingering sickness, of which he died about three years ago at Richmond Hills, New York. He was a stockbroker, and retired some years ago.

William Noll

This is not a photo of Emperor William, but, being German, he looks the part, for here we see "Billy" Noll, the hard-working secretary and treasurer of the Boston Shoe Travelers' Association. He was pretty lively in the days this picture was taken, selling for E. P. Dodge, and, after a short, successful stay in journalism, he is now with the Foster Rubber Company, promoting the "Cat's-Paw" rubber heel.

Hamilton Mead

Our old friend "Ham" Mead is not forgotten, although he died in Cincinnati about fifteen years ago after a lingering illness. He was a jolly fellow, and loved by everybody when with Hart, Mead & Co.; later salesmanager with Krippendorf, Dittman & Co., Cincinnati.

Frank M. Colburn

Frank Colburn still on deck selling for Hazen B. Goodrich & Co., in the South, and you can meet him at the Goodrich office, 183 Essex Street, Boston, any day between seasons, along with Clarence P. Waide, Frank Lord, Ernest Rankin, Tommy Johnson, Arthur Brooks, John McElaney and others. He will also be remembered as being with E. P. Dodge and P. N. Wadleigh, selling out on the Coast.

John Curry

Here we have a well-remembered face: John Curry, who was for years with James A. Banister & Co., of Newark, selling the line in the middle West. He died in the Palmer House, Chicago. He used one quaint expression so often that he was called "Bloody John."

IV

Walter Hart

Who would know this as Walter Hart? He was,

years ago, with E. P. Dodge, then with the Newburyport Shoe Company.

He retired from the shoe business a few years ago, and enjoys life doing nothing, and he has plenty of money, so he can afford to.

Christopher McDermott

Now here we have "Chris" McDermott, one of the best old boys that we have. This picture was taken at least twenty years ago. He was well remembered as the first salesman who traveled, selling a foreign line of slippers. He represented an Austrian line. He was with the East New York Shoe Company, and has lately represented several lines. Now he is selling Strout & Stritter shoes in New York City.

Edward Stebbins

This is another E. P. Dodge salesmen, our old friend Ed Stebbins. After having the Dodge line he went out to Los Angeles, where he died about five years ago.

Thomas D. Harlow

This is little Thomas D. Harlow, who for several years in the past was with Usher & Sons. He is now still active, selling for Brockton People's Shoe Company and the Calumet Shoe Company. Many of the old-timers as well as the younger shoe men know him well.

W. M. Oakman

Now we have another of the old-timers, and you can guess who it is — but who would say it was "Oakey," or W. M. Oakman, who was first with J. S. Turner, and then with W. L. Douglas, and then formed the firm of Oakman & Low. Afterwards he was with George G. Snow and with J. E. French, also. He is now with the Pels Shoe Company, Brockton, and is president of the Boston Shoe Travelers' Association. Everybody knows "Oakey," and he has a warm place in all of our hearts.

Robert Sprunt, Jr.

Who would recognize this picture? Well, it is the only real *poet* we have in the shoe trade — we believe a direct descendant of Robert Burns. This is Robert Sprunt, Jr. He is best remembered as the salesman who sold Joseph Caunt's shoes to the retail trade. Now he is selling A. Fisher & Son's line. We all know him as a jolly good fellow — a ready wit and a cordial good friend.

Frank Armitage

Frank Armitage will be well remembered by many in the West, where he was selling for Williams-Kneeland years ago. I believe he has been in politics in

the late years, but I have lost track of him. Does anybody know about him?

Charles F. Snow

Charles F. Snow has been connected with the jobbing trade for many years, but may be better remembered as of the firm of Irving & Snow. Now he is manager of Smith & Herrick of Albany, and many of his old traveling friends meet him frequently.

N. Redpath

We have here an old-timer named "Nute" Redpath, who was with Redpath Brothers, and traveled in the West. Many of the old buyers will remember him. He died about fifteen years ago in Newton, Mass.

V

Tim Hogan

Here was a prince. How well we remember jolly Tim and mourned his death in 1900! He had friends every place he went. We remember him best with P. Cogan & Co. and Blake-Allen Company. I am pleased to publish this picture and show his good face to his old friends in the South and elsewhere.

D. B. Munroe

D. B. Munroe was well known all through New England years ago when he sold for Baldwin & Lam-

kin. He is still living in Middleboro, Mass., hale and hearty. I know that many of his friends will be pleased to see his face again.

George S. Dwinnell

Here we have George S. Dwinnell. He has been so long with J. J. Grover & Sons that we cannot picture him selling another line; in fact, he has been so long selling the same line that he *looks comfortable*, and every one is glad to see him when he comes around twice a year to get his sizes. I hear he began his career selling shoes for Hunt, Holbrook & Barbour, Hartford, Conn.

Charles F. Lusch

Who would recognize the young fellow represented in this picture? But Charlie is still young, although his hair is gray. He has been selling Hanan shoes so long that one would think he never sold another line, and I guess he hasn't. Good boy, Charlie, keep it up for years to come.

F. H. Bradstreet

I am pleased to publish this picture of my old friend, familiarly known as "Hope" Bradstreet. He was best known when he sold for years Curtis & Wheeler's line of Rochester, N. Y. For a while he was with John J. Lattemann, and at the time of his

death, in Indianapolis, about five years ago, was selling for the Rice & Hutchins Chicago house. He was a jolly good old fellow, full of quaint ways and sayings.

S. Preston Moses

We cannot think of "Pres" selling any line but Edwin Clapp's, although he has his own jobbing line, but I remember him in the old days in Washington, D. C., when he was in the commission shoe business, at the time one had to take out a license to sell. I well remember having to borrow his license at $5 per day or be arrested. We are all glad to know how successful "Pres" has been in all his endeavors.

Harry H. Ripley

Well, Harry was a nice looking boy in the days of those side whiskers, and he has not got over it yet. He is so well known that I need not write much, only that I remember him as being with Batchelder & Lincoln, J. C. Bennett & Barnard, A. F. Smith, Mrs. A. R. King, and now with the L. B. Evans' Son Company. We are all glad to see Harry, even if he now has gray hair and no "sideburns."

E. M. Collins

Here we have our old friend E. M. Collins, one of the best of the old-timers. He was with Forbush & Brown of Buffalo forty-five years from the time he started in the shoe business until F. & B. went out of

business, and then he had several lines and worked hard until he died, about six years ago, on the train going to Buffalo. He was high up in Masonry, thirty-third degree. How well we old fellows remember him!

Charles I. Petherbridge

Charles I. Petherbridge was first known in the South, thirty-two years ago, selling for Banister & Tichnor of Newark, N. J., now the James A. Banister Company, and that name is so old you can judge how old Charlie is. He was with Banister nineteen years. I have lost track of him lately, but he is still active selling the Felter line of Newark.

VI

Wickliffe A. Hill

Here we have a picture of "Wick" Hill — not an old picture as I remember him years ago when he traveled for A. E. Nettleton, in the Northwest, with his old friend, Dubois. "Wick" worked in A. E. Nettleton's retail shoe store, Fulton, N. Y., in 1872-3, then traveled for James R. Barrett, of Syracuse. When Mr. Nettleton bought out the Barrett business in 1878, W. A. went along as part owner and salesman, traveling until 1893, when he bought Gray Brothers of Syracuse, and consolidated this with Baker & Bowman, making the Syracuse Shoe Manu-

facturing Company, producing women's shoes. You can bet he is as lively and genial as ever. Stop off at Syracuse and see him, you old fellows.

A. W. Dubois

I had a hard time getting this picture, for his wife did not want to give it up, showing what a handsome little boy he was years ago, but "Duby" is still on his job, and good looking. I remember him first with J. & T. Cousins of Brooklyn, and then, after a few changes, he settled down selling for Charles K. Fox of Haverhill, where he is now. We are all pleased to know of his success, and wish him lots more. "Duby" says he's been selling shoes over forty years. Who can beat that?

Harris M. Barnes

I bet he was pleased with that tie in this picture. Harry started in the shoe business with the Warren Boot & Shoe Company, and he was for years with Burley & Stevens. He is now with the George Melanson Shoe Company of Lynn. I bet every one of those little short steps he made to sell a bill meant a sale of one pair of shoes, and he is still keeping them up. One of the finest men on the road is Harry Barnes.

R. E. Harrison

I hardly dare call him "Bob," but every one in the South knows "Bob" Harrison. I believe he first

started with Cosgrove, and then with M. Felix & Co. But he has been so long with Wolf Brothers, that only the oldest-timers know the history of his past life.

Till Bush

"Till" was first with his brother in the shoe business, and for years with Stribley & Co., also well known as one of the firm of Sullivan, Mead & Bush. Lately, I hear he has retired in Cincinnati, and we learn of him going fishing much.

Walter E. Crandall

Walter has been so long with E. P. Reed that I don't know where else to locate him. This picture shows him when he was young, but you ought to look at him now.

Wm. H. Cannon

Here is W. H. Cannon whom many of us remember as long with Zeigler Brothers in the South, and many of you will remember these whiskers.

Thomas T. Merrill

I could not get an old picture of Tom, but he is the same little Tom, and has not changed any from the old times when he first sold J. S. Turner's fine shoes. Then, I believe, he went with J. E. Tilt of Chicago. Now with The Regal Shoe Company, and is as lively as ever — if you don't believe it, ask him.

William Crawford

Will Crawford was well known in the West selling J. S. Turner's shoes, and he sold a lot of them in those days. I was pleased to get this picture from Tom Merrill, and I know that many will remember this familiar face, although he died about fifteen years ago.

VII

Albert Gould

Here was a jolly good fellow, and although I can hardly call him one of the old-timers, he traveled for some years in the Northwest for E. P. Dodge, and I know many of his old friends in that territory will be pleased to see his face again. He died in Newburyport about twelve years ago.

George A. Backus

George has been so long traveling in the South for Laird, Schober & Mitchell, now Laird, Schober & Co., that you cannot locate him elsewhere; but who would recognize this young fellow for the present George?

C. F. Oakley

First with Tibbetts & Couch, then went South for a while in the retail business, but later he was on the road selling for Faunce & Spinney. This picture was taken about fifteen years ago, but now those gray hairs are very becoming, and Charlie is still young.

A. Erwin Rankin

Once of Hunt & Rankin and with Marcey & Co., Hartford, Conn. Now we all know him with the Matchless Shoe Company, selling their shoes in the South, and Erwin sells a lot of them.

Fred W. Stanton

He has been such a national character of late years that he needs no introduction, for he is now the able secretary of the National Shoe Travelers' Association and the Southern Shoe Salesmen's Association. As a salesman, I remember him with Hathaway, Soule & Harrington, and then with E. P. Dodge of Newburyport. He now calls on his trade with Leonard & Barrows line. Outside of those sideburns he looks just as young as ever.

James H. Maybury

Who doesn't know Jim? Although he spends most of his time in New York City, he is well known in the middle West. I will not attempt to give a history of his past life, but first remember him as of the firm of Maybury & Dana, specialty jobbers in New York. Now he is selling for Mitchel-Caunt Company, Lynn, and he sure does sell some shoes.

John L. Sage

Here indeed is a picture of an old-timer, although this is a recent photo. I know many will pleasantly remember his face. I remember him first with Bancroft, Sage & Morse of Rochester. Then after several changes of lines, he took up fire insurance in Rochester, and developed into one of the largest in his line. He died about five years ago.

John C. Nugent

I have known John so long that I can hardly tell all about him, and it is just as well, for everybody knows him. This photo was taken in 1888. He traveled for John Kelly for twenty years, and has been with Jerry Menihan for several years. It is interesting to note that this picture was once published over John's obituary notice. But he's still very much alive.

J. H. Colburn

Here we have our old friend, Harry Colburn. I remember Harry when he was with Hathaway, Soule & Harrington, then with J. H. Putnam & Co., and he is now with Hanan & Son, selling out to the Coast. He was a nice young man from this picture, and he is still young, for he was recently married. Harry and Frank Colburn are brothers.

VIII

John H. Hanan

We now can see how John Hanan looked when he was traveling for Hanan & Redish, and many of us old boys remember him, for he was always a friend of the boys as he is to this day. I think he remembers the time we "caned" him at the old Sherman house in Chicago.

George W. Cook

Here is a familiar face of an old-time shoe salesman, George W. Cook, or, as he was familiarly named, G. "Whiskers" Cook. He traveled for years for Stacy, Adams & Co., on the Pacific Coast, where he was well known, and at that time he owned one of the largest shoe stores in Omaha. The last part of his traveling was for Krippendorf & Dittman. He died several years ago in his home town in New York State.

J. J. Cromwell

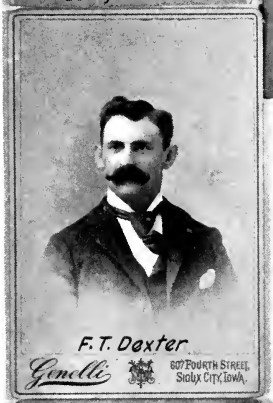
Well, see who is here — J. J. Cromwell, or "little Jake." There were few so well known and liked as Jake when he traveled in the middle West for Saller, Levin & Co. of Philadelphia. After they went out of business he sold several times to New York City trade, until his death several years ago. We miss his jolly sayings to this day.

"*It is not what he has, nor even what he does, which directly expresses the worth of a man, but what he is.*" — AMIEL

George H. Wilkins

E. E. Glomstad

Harry D. Dodge



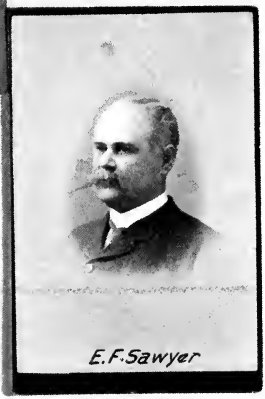
F. T. Dexter

Gemelli

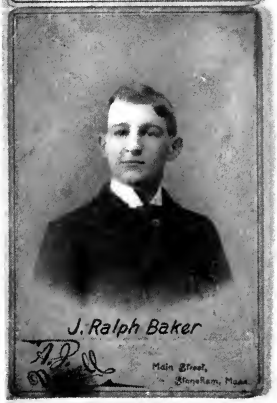
607 Fourth Street, Sioux City, Iowa.

Harry P. Lynch

W. I. Kendall



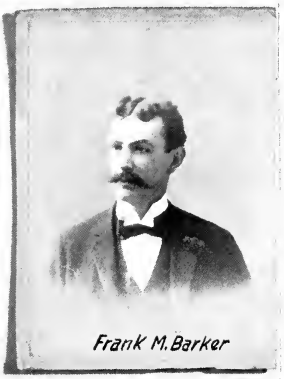
E. F. Sawyer



J. Ralph Baker

Main Street, Stoneham, Mass.

Arthur L. Brooks



Frank M. Barker

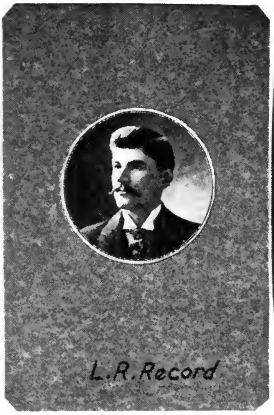
"A reputation for good judgment, for fair dealing, for truth, and for rectitude is itself a fortune." —BEECHER

G. H. White

E. B. Slocum

Thos. E. C. Johnson

Fred J. VAN Sickle



L. R. Record

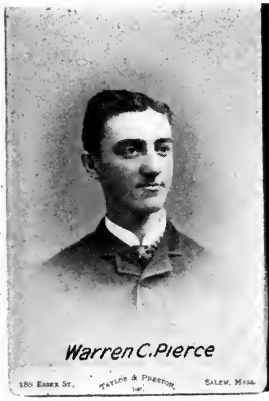
CApen Brown

W. T. York

J. J. Kaltenbrun

J. S. Treadwell

"Every traveler has a home of his own, and he learns to appreciate it the more from his wanderings." — DICKENS



Warren C. Pierce

Arthur H. Jenkins

Arthur H. Jenkins
Robert L. Summers

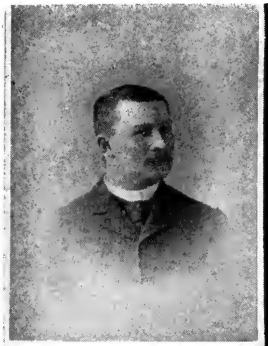
James P. Burns

Fred C. Briel

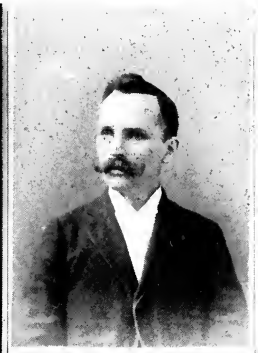
George J. Loveley

Robert Lee Summers

John Davy



Charles E. Davis



Peter McGeough

B. A. St. John

W. F. Nye

Philip B. Kerrigan

Bert O. Wetmore

E. T. Shipp.

Jake J. Beahr.

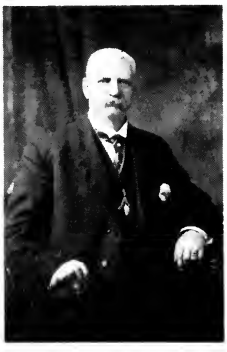
Bernard H. Cogan

"*Opportunity makes us known to others; but more to ourselves.*" — La Rouchefoucauld

Howard Platts

J. A. Warrender

John F. Flint



Wm. H Huntington

Charles Brandman

George Gregory

H. M. Hamilton

A. L. Chase

W. H. H. James

Oscar Jacobi

Wm. H. Dunn

John M. Meggett

E. A. Terhune

Chas A. Estes

Fred C. Church

JUSTUS ZAHN. GALVESTON, TEXAS.

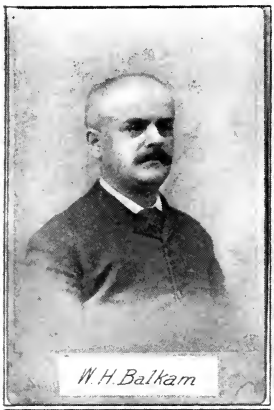
Arthur I. Benedict

F. Garrett Fisher.

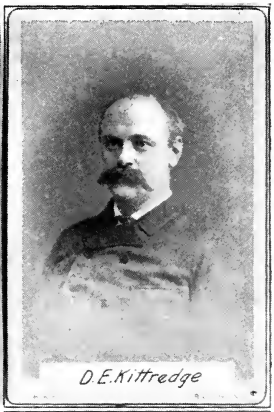
John J. Walsh.

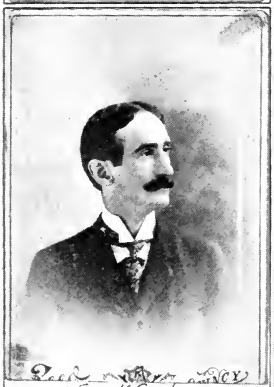
Wm. G. Bridgeo.

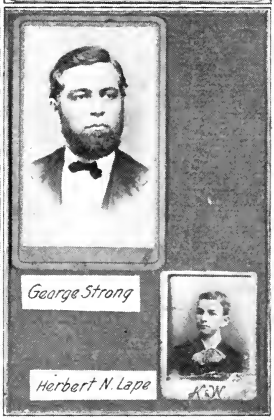
"There is always room for a man of force, and he makes room for many." — EMERSON


W. H. Balkam

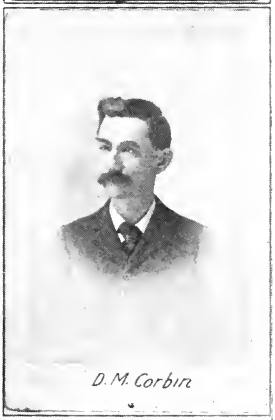
John L. Laird


D. E. Kittredge


J. Frank Creham


George Strong

Herbert N. Lape


D. M. Corbin

G. Townes Gaines

C. S. Pierce

Ambrose Gaines

"*The Talent of Success is nothing more than doing what you can do well — without a thought of fame.*" — LONGFELLOW

Bryant T. Hudson

Charles H. Smith

Fred S. Elwell

W. P. Francis

E. H. Cushing

J. S. Spaulding

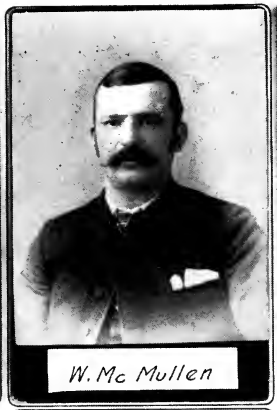
S. M. Pritchett

Willard H. James

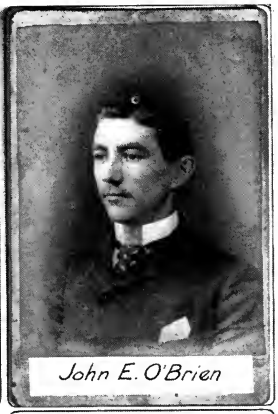
Samuel Cook

"It is easy to say how we love new friends, and what we think of them, but words can never trace out all the fibres that knit us to the old." — GEORGE ELIOT

Marc W. Reed



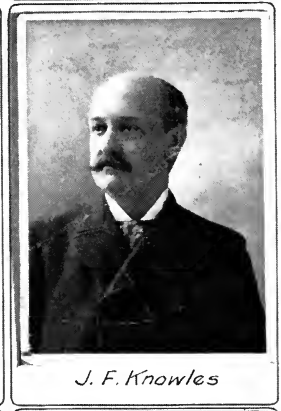
W. Mc Mullen



John E. O'Brien

Amos F. Bailey

Herbert A. Mathewson



J. F. Knowles

P.A. Ritter

C.A. McLean

Herbert A. Harrington

Edwin H. Mathewson

"Sincerity, truth, faithfulness, come into the very essence of friendship." — CHANNING

Edward W. Skinner

Charles J. Shriner

Henry S. Garfield

Hector E. Lynch

Charles F. Story

Harry Kidd

John McElaney

J. H. Hunt

Samuel Shaw

"Memory is not so brilliant as hope, but it is more beautiful and a thousand times more true." —PRENTICE

Wilson H. Anderson

Joseph C. Kimball

Ed. Maurer

Oran Mc Cormick

Charles A. Willets

David J. Tobin

H. H. Goller

Frank H. Land

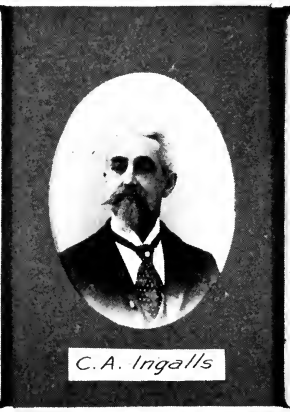
Toney E. Johnson

E. L. Ritson

Charles J. Brooks

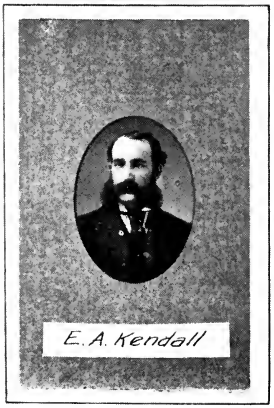
Charles H. Foster

George T. Hipple



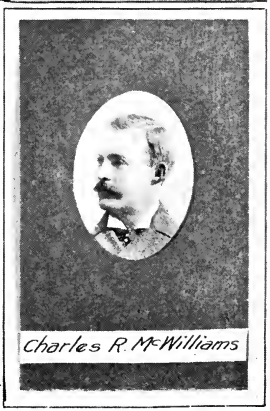
C. A. Ingalls

E. T. Wright



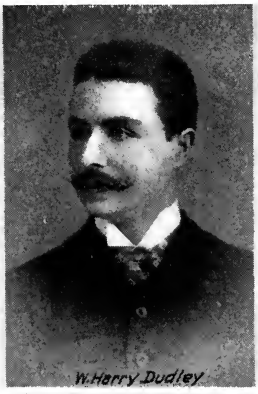
E. A. Kendall

Fred S. Todd



Charles R. McWilliams

"The curtains of Yesterday drop down, the curtains of To-morrow roll up; but Yesterday and To-morrow both are." — CARLYLE



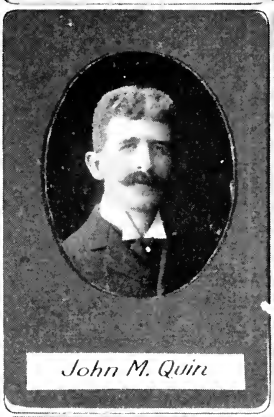
"Let me be remembered for the gentler things of the heart, rather than for the mere material of such success as may have been my lot."

C. O. Quimby

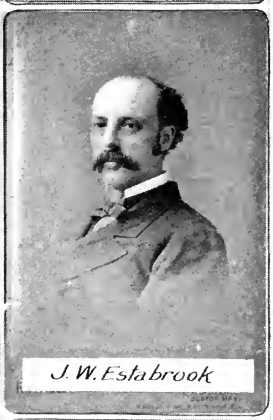
Harry W. Crooker

S. A. McOmber

A. V. Holbrook



John M. Quin



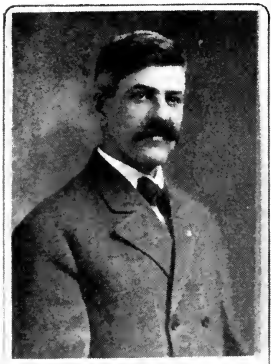
J. W. Estabrook

W. A. Patterson

E. L. Deschamps

W. Dorsch Jr.

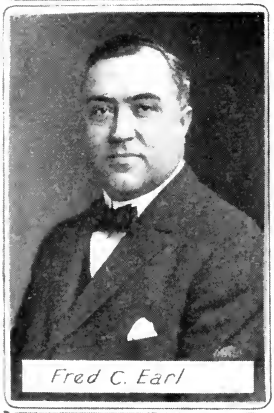
"What's a year, forsooth? Or a decade? Or even a lifetime, since memory's on her eternal throne?"



Frank Helmers

John S. Snow

C. A. Shaw



Fred C. Earl

Clark F. Bresee

Jake Smith

Walter I. Perry

B. K. Farnham

George H. Ferguson

"The change of face betokens passing years. It is a wise providence that keeps the heart young and thus conquers years."

M. D. Fuller

B. Frank Hallet

E. W. Hughes

T. A. Delaney

W. J. Parker

Wm. Jackson

C. H. Henderson

James A. Lawrence

George M. Russell

Henry M. Currier

Natt F. Stevens

Here we have Natt in his younger days, and judging from this picture, he was a rival of Clare Aubert Benedict. I remember him first with the old firm of Emery & Holmes, of Biddeford, Me., and then Eddy & Webster, Rochester. He traveled a number of years for James A. Banister & Co., Newark, N. J., on the Pacific Coast, but at times he stopped off in Chicago to see a few friends, but that is another story. Of course we all know he was with Faunce & Spinney. Now with Dunn McCarthy & Co.

Herbert M. Pulker

Here is Herbert M. Pulker, or "Bert," as we all know him. I can't say he is one of the "old-timers," but he has been on earth quite a time, and this photo shows him when he was a young man. I remember him first when he was a clerk with A. Richardson & Brother, Janesville, Wis. He began his traveling career with the old firm of A. W. Clapp & Co., Boston jobbers, but he has been so long with Howard & Foster that we almost forget the past.

Frank Quin

Frank Quin is another member of the Boyden firm that has retired and is on "easy street." I re-

member him first with Banister and then with Boyden. He traveled mostly on the Pacific Coast. He is the same big-hearted man as ever, and likes to meet the old boys.

Herbert Somers

Henry Somers was locally known with Drew-Selby, and he was loved by every one that he met socially or in business, and his death, after a long sickness, was mourned by all his friends.

George Aherns

George Aherns, of Boyden Shoe Co., traveled for years for that firm, making the large cities in the middle West, and also making a fortune, for he has retired and doesn't have to worry about shoes.

John G. Lusch

John G. Lusch can only be remembered as with Hanan & Son, and I don't dare quote figures as to how many millions he sold for that firm. He retired some time ago and we were all deeply grieved to learn of his death the past winter.

IX

Wallace T. Grow

Wallace T. Grow, an old-time traveling salesman, well known in Ohio, Indiana, and Pennsylvania for about twenty-five years up to 1905, when he died at his home in Newton, Mass.

One of the first lines that he carried for many years was the Stoneham Co-operative Shoe Company, of Stoneham, Mass. Afterward he went to Vinton & Jenkins, Stoneham, Mass. After some time he went with C. Grose & Son, Ridge Hill, Mass., makers of medium fine men's welted shoes.

He traveled for them many years until the firm went out of business.

He was one of the original members of the Boot and Shoe Travelers' League, and a good friend of all Boston shoe salesmen traveling in his territory. His face will be recognized by a large circle of friends still living.

Oliver M. Fisher

Oliver Fisher is a man who has graced the profession of shoe salesmanship and crowned his efforts with fine success. He has been in the shoe business since 1875 — with M. A. Packard Company since 1883. He is now president of that company. By nature given to leadership, he has always played a prominent part in whatever activities engaged. To-

day he is active not only in the shoe business but in many forms of charitable, church, club and fraternal work and varied business interests. We find him nearly every day at the Packard Boston office, 60 South Street, an honored and respected member of the craft of shoe men.

James D. Sheridan

Who would believe this picture to be of little Jimmie Sheridan or "Phil" Sheridan as he is sometimes known. Well, he has been selling P. Cogan & Sons' boys shoes so long that he looks like one of their little gent's shoes.

Jimmie is past president of the Boston Shoe Travelers' Association and one of the very popular "boys." Lives in Randolph, Mass.

Frank C. Kellogg

Here we have our old college chum, Frank Kellogg. He has been lost to sight, but to memory dear, for several years and we are glad to see his face again.

Frank was one of the pioneers of the selling force of D. Armstrong, where he put in the best efforts of his life. Then he was a member of the firm of Fonda, Kellogg & Snow. His last appearance was selling for Krippendorf-Dittman. Later he was in the hotel business in Detroit. He died last winter.

B. F. Page

B. Frank Page — you wouldn't know him from this picture — started with G. Lamkin Company, then was with G. W. Herrick & Co., and has been with M. A. Packard Company for a long time, covering the middle West and Pennsylvania.

J. B. McCune

"Jack" McCune — everybody who has had anything to do with shoes on the Pacific Coast for the past twenty-five or thirty years knows "Jack" McCune. He has sold many hundreds of thousands of dollars worth of shoes out there and is still at it, and we all wish him the best of luck. This picture was taken out in Colorado forty years ago, when Jack was a slim youth. Started shoe business with J. J. Hutcheson, Greenville, Pa.

Col. A. C. Walker

One of the oldest traveling men in the U. S. — born in 1833. After leaving school in Boston, went to work for Penniman Foster & Russell on Pearl Street. He was continually a shoe salesman until 1890. His last active work was with Lilly Bracket. He then located on his Bartlett pear ranch at North Yakima, Wash.

F. J. Doan

F. J. Doan was one of the pioneers of Pingree's traveling force, but left them for a while going into the coal business in Chicago, but I guess it was cold business, for I hear he is back on his job on his old territory.

E. J. Pierce

E. J. Pierce is so well known that I need not write his life. He is still active in his Chicago office, where he sells the local trade his several lines.

Some may not recognize this picture, as it was taken years ago. I don't dare say how old he is, for he is, so to speak, a twin brother of the writer.

X

W. H. Stacy

Mr. Stacy is known everywhere as the head of the men's fine shoemaking house, Stacy-Adams Company, Brockton. He was for a good many years one of the best known and most popular of the "old guard" of traveling shoe salesmen. He started traveling for James M. Burt & Co., of New York and Gray Bros. of Syracuse, in 1866. His friend and, later, partner, Harry L. Adams, started with the same firms at the same time. In 1875 the firm of Stacy, Adams & Jones was formed (later Stacy-Adams Company). Mr. Stacy, respected and esteemed by

all, lives quietly at his home in Braintree. He has traveled some each year up to 1916, visiting New York and Philadelphia customers. He was seventy-three years old last August.

Harry L. Adams

Many old-time friends will be most glad to see this picture of Harry Adams, who died in 1897. He belonged to the "old guard" of traveling salesmen, sure enough, and was immensely popular. He began in 1866, as stated above, with W. H. Stacy and continued as a member of the firm of Stacy-Adams until 1886, when he retired.

Clarence P. Waide

We are glad to have Clarence Waide's old-time picture on the same page with Mr. Stacy and Mr. Adams, for he has been with this house since February 1882, never missing a trip — likely a record for years of service with one house. Now a member of the firm and the possessor of the unbounded esteem and respect of every person who ever knew him.

Harry H. Gray

The late Harry Gray belongs in any list of veteran, old-time, "old guard" shoe salesmen. He was a great friend of Mr. Stacy, Harry Adams and others of "the boys" of a generation ago. He is best

remembered as a shoe manufacturer in Syracuse, N. Y., and the business he established years ago is now widely known as the successful "H. H. Gray's Son," carried on by his son, John S. Gray, at Syracuse.

Hubert H. Gardiner

We all remember this grand man. He was one of the best salesmen that ever packed a trunk, and he knew how to make shoes, too. He started a factory in Philadelphia, then moved to New York, forming the firm of Gardiner & Estes. Then we find him of the firm of Wichert & Gardiner. His sudden death, at the height of his success a few years ago, was a great loss to the shoe trade.

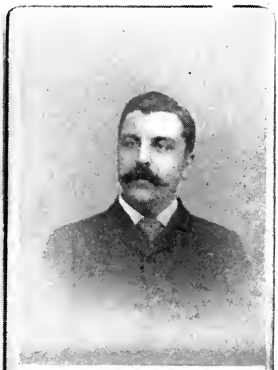
J. P. Smith

J. P. Smith, head of the J. P. Smith Shoe Company, of Chicago, made his first trip in 1868 — forty-eight years ago, so he goes up to near the head of the class. That first trip was for R. P. Smith & Son, of Bloomington, and was in the wholesale trade. Mr. Smith still sells shoes — for the J. P. Smith Shoe Company — but his customers mostly call at the factory. William H. Stacy of Stacy-Adams was one of the men selling shoes on the road when Mr. Smith started in 1868. A paragraph from a letter of Mr. Smith's is interesting reading:

"Fill to the uttermost rim the cup of everlasting memory and pledge you all — our friends!" — ANON.

William L. Ratcliffe

Fred Baker



Arthur C. Earle

W. W. Bohr

George A. Mitchell

Herbert P. Gleason

John S. Davies

James Musson

J. A. C. Emerson

Time has laid his hand upon my heart, gently, not smiting it. — LONGFELLOW.

J. L. Willet

R. T. Rollins

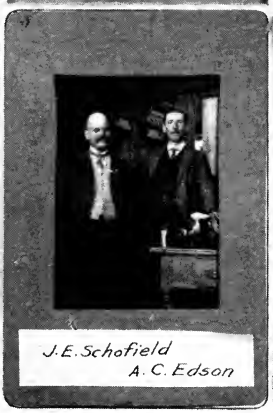
Ben Stout

G. E. Frazee

Geo. W. Herr

John H. Kinne

F. H. Foss



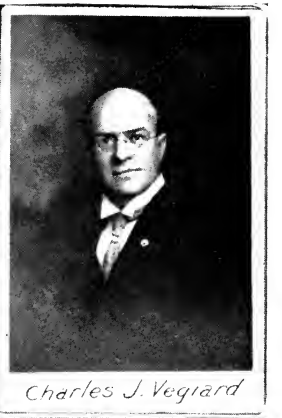
J. E. Schofield
A. C. Edson

W. D. Baker

Such is the patriot's boast, where e'er we roam,
His first, best country ever is at home.
—Oliver Goldsmith

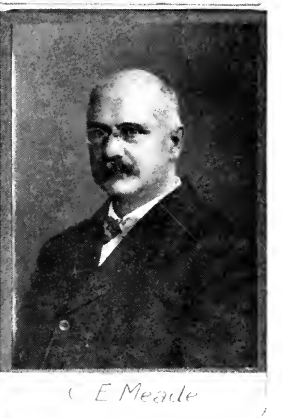
James H Mulligan

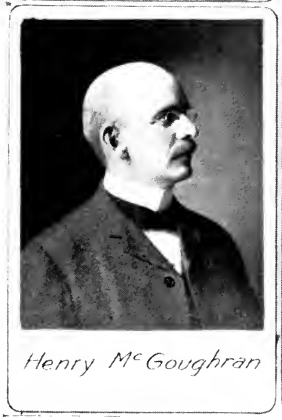
J. P. Byrne


Charles J. Vegiard

Sandy C. Gloud

"Bob" Parsons


C. E Meade


Henry Mc Goughran

John G. Townsend

F. M. Montgomery

"Your face, my thane, is as a book, where men may read strange matters. — SHAKESPEARE.

R. W. Fitzpatrick

Elmer J. Bliss

David S. Childs

H. L. Gabell

John M. French

W. F. Ebbelt

W. F. Gabell

H. A. Anderson

J. L. Estey

George M. Russell

A wit's a feather, and a chief a rod;
An honest man's the noblest work of God.
—Alexander Pope

J Warren Murray

W. S. Rogers

J. A. Richardson

Charles S. Murray

Lee F. Goodman

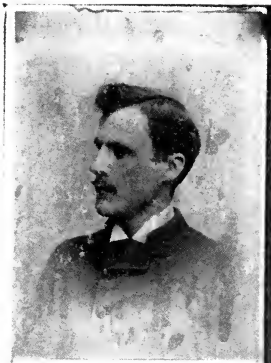
E. F. Rice

E. A. Tobey

A. F. Simonds

John F. Wheeler

"Oh Life! how pleasant is thy morning."
—Robert Burns.



William Gillespie

A. C Carpenter

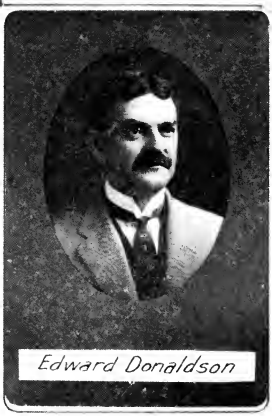
Frank J. Bradley

J. E. Langley

W. L. Haynes

"Jack" (A. F.) Jones

W. H. Shelby

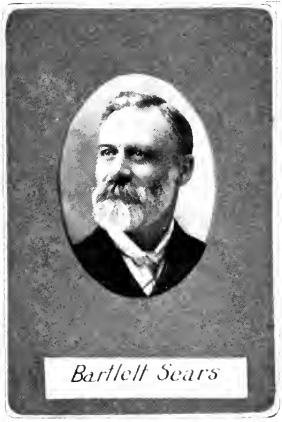


Edward Donaldson

Will Webster

"Tomorrow, and tomorrow, and tomorrow,
Creeps in this petty pace from day to day."
—SHAKESPEARE.

L. H Downs



Bartlett Sears

J. F. Stevens

A. A. Mead

W. H. Ware

C. L. Anderson

Horace W Murray

Thos. F. Byrnes

Cal Hersome

"On his bold visage middle age
Had slightly pressed its signet sage."
— Sir Walter Scott.

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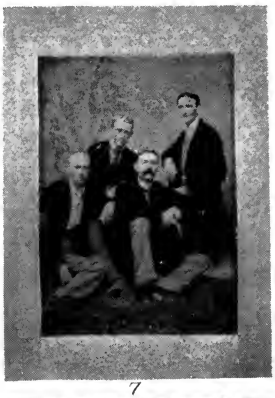

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1. Walter Scott
2. T. J. Yates
3. J. T. Fitzpatrick
4. H. B. Schweitzer
5. Jack Henry
6. Maurice Kornsand
7. Ralph J. Saxe, Fred C. Church, Billy Martin, Clendennin, Jr.
8. R. L. Wall
9. H. Goller, Fred Wesner
10. Herman Schocke

"In my time, I have sold every class of merchants dealing in shoes, from the smallest to the largest retailer; from the smallest to the largest jobbers in this country; I have displayed samples in cross-road towns on the top of sugar and salt barrels; I have displayed samples in the best hotels in the United States; I have made the wagon trips, the freight-train trips, and of late years a Pullman is none too good for me. See no reason now why I could not cover a regular route, if it were necessary."

Jim Cox

Jim (nobody calls him James) is an old "wheel-horse" — says so himself. Used to make trips with Joel Page. Mrs. Cox says this photo of Jim ought to fill the bill, for he was (she says) then about as homely a man as lived through the war. The picture is thirty-one years old, and makes Jim look like Prince Katamuro. Jim sells shoes for Wright & Peters and isn't as old as he tries to make out, and can travel after an order as fast as the best of 'em. Lives in Rochester.

Clinton C. Robinson

Clint began his career traveling from Boston, but he migrated to Cincinnati so many years ago that he has almost forgotten Boston. No dealer

in the South needs an introduction to him. He was at one time a manufacturer in Cincinnati, but now we find him with his old love, still selling shoes in the South.

T. Frank Metcalfe

Frank was so long with Boyden of Newark that it is hard to remember him selling any other line, and if he should ever stop traveling, all his friends will miss him. Lives in comfort and happiness in Newark. Picture taken years ago.

XI

W. E. Gerrish

Every dealer in New England knows "Pink" Gerrish and when they saw that "Pink" come to town they knew they had to buy shoes from P. J. Harney. Now he is with Hoag & Walden.

A. M. Center

This photo of A. M. Center was taken in 1881, the year he started on the road. He traveled thirty-three years, then ill health compelled him to quit. He lives in Grand Rapids and we wouldn't be surprised to hear that he had again heard "the call of the grip."

E. H. Stetson

Here is "Ed" Stetson, one of the best-known and deeply esteemed traveling shoe men in America —incidentally, he is president of the Stetson Shoe Company. This picture was taken over forty years ago when Ezra H. was twenty-one — some boy, too, wasn't he? He came from Maine, worked for H. B. Reed in the factory at South Weymouth, Mass., for seven years, then with A. C. Heald he started the Stetson Shoe Company, twenty-nine years ago. He has traveled twenty-eight years.

E. S. Willmarth

E. S. has sold shoes on the road for thirty-six years — started with C. M. Henderson in 1876, inside, and went out in 1880. Has been with Daggett, Bassett & Hills, Sidwell-DeWindt, J. P. Smith, Tilt-Kenney, Regal, and is now with John Ebberts. Covered the middle West always, until his present connection, which includes eastern territory.

Hugh M. Deyo

This picture of well-known Hugh Deyo was taken twenty-four years ago when he was with G. & D. Silver. He began with Dake & Hamilton, and has been with Ziegler Bros. for seventeen years.

C. R. Beach

You can hardly imagine him a regular drummer of shoes, but he surely was, for I remember him with Adams & Pettingel and with J. F. Swain — "Swain's Solid, Serviceable Shoes." Can you imagine such a big fellow selling little shoes? Now a prominent Boston jobber. You will find him now at his Boston place of business.

B. F. Wetherby

Here is a real old-timer sure enough. B. F. has sold shoes on the road for forty-five years — think of it! Started with P. Ware. At various times B. F. has sold for Edwin C. Burt, Lewis A. Crossett, Goodger & Naylor, and for the past twenty-four years has represented Charles K. Fox on the Pacific Coast. We greet you, old friend, a tried and true representative of the "old school!" Long may you wave!

Charles A. McCarthy

Mr. McCarthy is widely known as the president of Dunn & McCarthy, the extensive shoe manufacturers of Auburn, New York. He began traveling in 1876 for Dunn, Salmon & Co., of Syracuse. Mr. Dunn of this concern afterwards became

Mr. McCarthy's partner in Dunn & McCarthy. Dunn, Salmon & Co. had the Auburn prison shoe contract, and in 1889, when the state abolished the contract system, a women's factory was started by Mr. Dunn and Mr. McCarthy — the beginning of the present great business. Mr. Dunn died about three years ago. Mr. McCarthy continued as a salesman from 1876 until Mr. Dunn died, covering a period of about thirty-seven years. After the first two or three years he sold the large retail and jobbing trade, the very cream of both branches. Mr. McCarthy's personal sales since 1900 ran to the amount of several million dollars a year, one of the largest, if not the largest, volumes written in this country by any salesman. Needless to say, Mr. McCarthy is one of the most respected shoe men in the country.

C. E. Baird

Thirty summers and probably as many winters have passed over the head of C. E. Baird since this picture was first taken. He has been on the road all that time and is good for a half century more. During this period he has successively and successfully represented Reed & Classon, Gibby & Allen, Myron L. Thomas and M. A. Packard Company.

XII

George L. Starks

George Starks is one of the veteran shoe salesmen that it is a delight to know, and to know him is to esteem and honor him. He started in this profession February 15, 1885, with Aaron Claflin & Co., and saw service successively with John W. Heart & Co., Waverley School Shoe Company, Preston B. Keith Shoe Company, then five years with George Strong Company, and again with P. B. Keith where he now is. George was president of the Southern Shoe Salesmen's Association in 1913-1914.

E. M. Daniels

E. M. began his career on the road for Charles A. Raymond, a jobber of men's shoes. This was over thirty years ago. This picture is a corker. You'd never know it, would you, for E. M. Daniels? He went South for M. A. Packard for twenty years. Now with Three K Shoe Co. of Stoughton.

J. Rush Green

Rush has been out of selling shoes so long that he has almost forgotten all about it, but he is helping the game along by selling the shoe factories racks; and some boy pushing shoe racks around the factory may, some day, be the big shoe salesman that J. Rush was. He is a brother-in-law of Preston Moses.

W. J. St. Louis

I don't think we need go further than P. Cogan to know whom Bill has sold shoes for. He succeeded Tim Hogan with the line and has always traveled South. Bill has grown some since this picture was taken.

George T. Chase

Every one South knows George, so there is no need of going back in ancient history; but the trade all knows Richard & Brennan's shoes when George comes and he has not grown thin over it. He never changes — same old likeable George.

A. L. Greenwood

"Al Greenwood is one of the most popular men that ever sold shoes, as witness his presidency of the Boston Shoe Travelers' Association for two terms and last year was president of the National Shoe Travelers' Association. As you will note by this picture Al was a brave soldier, out in Newton, Mass. — member of the Claflin Guards, in his blooming youth — back in 1886. Al sells shoes out west for Williams-Kneeland, and has been on the road nearly thirty years.

Lawrence B. Cubbison

"Cubby" began his road career at the tender age of seventeen years. This picture was taken at that time. He has been traveling twenty-eight years, so you can figure out his age for yourself if you are good at addition. Started for J. T. Wood Company, then with Lilly-Brackett for nine years, and for past sixteen years has been with Preston B. Keith Shoe Company.

W. S. Bacon

"Win" Bacon has traveled for twenty-five years — seven years with Chipman & Calley, eighteen years with M. A. Packard. So he qualifies as one of the veterans of the road whom we are glad to include in this galaxy of representative salesmen. Recently went with Knox Shoe Co. and Rochester Shoe Co.

David R. Goodin

Dave started with Lamkin & Foster, and has for years been with M. A. Packard. We all know he is a live wire — a true salesman, quiet, unostentatious, loyal — we all think a great deal of D. R.

XIII

E. F. Sawyer

Many of us remember Col. Bob Sawyer, although we have not seen him in the shoe district for several years. He traveled South for the old firm of Alex. Torrey and then Torrey, Curtis & Terrill. He retired from the shoe business several years ago, and lives in Newton, Mass.

Harry P. Lynch

Harry has been on the road for Howard & Foster since April 1, 1893, a period of twenty-three years, so that lets him into the select circle. He travels parts of Illinois, Ohio, West Virginia, and Pennsylvania. Is a brother of Hector E. Lynch.

Arthur L. Brooks

Another handsome and genial gentleman, Arthur Brooks, of Wellesley, Mass., and the Stetson Shoe Company. Been with Stetson sixteen years. Nine years with D. A. Caldwell & Co., and two years with H. B. Reed, before coming to Stetson. Always in Dixie Land. A brother of Charles J. Brooks.

W. I. Kendall

Will Kendall does not resemble this picture these days. He is better looking now. I remember him first as selling Herrick's "Hard Hitters" for years. He is now with Thomas G. Plant Company for life.

George H. Wilkins

George Wilkins has been with George E. Keith for thirty years — twenty-nine on the road, covering various parts of the country. One of the greatest salesmen the shoe trade has produced. Now travels the large cities in the East and middle West.

Harry D. Dodge

Harry D. Dodge is of the famous family of shoe men of that name. Started traveling for his uncle, the late Nathan D. Dodge, about 1885, and later traveled for his own firm, Dodge Bros., of Newburyport, Mass. Since 1897, his selling work has been largely in the jobbing trade. A gentleman in very truth, whom we all respect and honor.

J. Ralph Baker

Here's Ralph Baker, one of the heavy-fire guns of Churchill & Alden and incidentally the pride and joy of that dear East Bridgewater, where he has a baronial mansion and estate. Ralph is all right. Brother of Wallace D. Baker. Son of M. F. Baker.

F. T. Dexter

Was with Burley & Usher in 1897, and with Chas. K. Fox. Then he was in the jobbing business in Minneapolis with Glomsted. He now has an office in Minneapolis representing Harrison Barton of Chicago. One of the well-known northwestern salesmen.

E. E. Glomsted

Was in the retail business in Minnesota until our old friend Gene Baldwin discovered him; then he started traveling for Burley & Usher in 1890, where he remained until his lamented death in 1912.

F. M. Barker

Frank Barker has been selling shoes for thirty years. He was first with the American Shoe Company and Feary's boys' school shoes (the latter were the first advertised boys' shoes). Then with Aaron F. Smith, then with Hazen B. Goodrich and Frank E. Hutchinson. For the past seventeen years with Thomas G. Plant Company. Lives in Washington, D. C.

XIV

John S. Treadwell

John Treadwell's active selling life covers forty years. Was president of the New York Shoe Manu-

facturing Company, and sold their goods on the road. Has traveled for J. F. Swain & Co., Dalton Shoe, G. W. Herrick Shoe Company. He is now with the last-named house and has been for fifteen years, and covers a part of New England. One of the "grand old men" of the road.

George H. White

George White has sold shoes *en route* for thirty-five years. Was with Hudson River Shoe Manufacturing Company nine years. Then with Charles Faust of Havre de Grace, Maryland, for a year, then took the Charles K. Fox line, and also carried the R. T. Wood line for thirteen years. Still sells the Fox line. Several years ago established the Griffin-White Shoe Company in Brooklyn, where he is to-day.

E. B. Slocum

Chicago is the headquarters of E. B. Slocum, but we see him in Boston frequently. E. B. has traveled since February 2, 1885. Started with C. H. Fargo & Co., then with R. P. Smith & Sons. Went with Thompson Bros. in 1894, and continued with this line until this winter, when he became associated with the Dalton Company, the new Brockton concern. A man esteemed and respected by everybody.

L. R. Record

L. R. Record first went on the road in 1892, for Sharood Shoe Company, and continued with them until 1909, when he went with Burley & Stevens; and has continued with this line ever since. Lives in St. Paul, spends summers in Boston and Onset Bay, Mass.

J. J. Kaltenbrun

Jimmie Kaltenbrun, vice-president of the National Shoe Travelers' Association, is one of the "live wires" of the middle West. Travels for Charles A. Eaton Company, and is one of the most popular boys on the road.

W. T. York

W. T. has sold the same line of shoes for the past twenty-two years — Bliss & Perry of Newburyport. The firm name when he started was N. D. Dodge & Bliss Company, then became Dodge, Bliss & Perry, and a few years ago Bliss & Perry. He was one of the pioneer shoe salesmen in the Oklahoma territory, then wild and wooly. Now travels Colorado, Utah, Wyoming, New Mexico, Arizona, El Paso and Amarillo. Lives in Denver.

Capen Brown

Capen traveled West years ago with slippers. Lately has been in New England and we have not seen much of him.

Fred J. Van Sickle

Here is one of the Ohio boys — Fred J. Van Sickle of Columbus. This picture was taken in 1894 when Fred was with J. S. Nelson. He was later with Helming, McKenzie Shoe Company. and for the past few years has represented the Neenah Shoe Company and J. F. Budd. He was the first president of the Ohio Shoe Travelers' Association.

Thos. E. C. Johnson

Hello, Tommy, when did you look like this picture? Must have been about twenty-two years ago, when you started on the road for Packard & Field. Tommy also traveled for J. S. Turner and Stacy-Adams before going with his present house, A. E. Nettleton Company, five years ago. Tommy is a great favorite with everybody and is just the kind of a fellow we like to boost. Remember that banquet when we china-cabinetted you, Tom?

XV

John Davy

Our old friend John Davy started, I believe, traveling from Cincinnati for Stribley & Co., remaining with them for many years. After traveling West for several firms he went down to New Orleans, representing Rice & Hutchins, where he died about two years ago. His son has taken his place, and we all hope he will be the same grand man as his father.

R. L. Summers

Edwin Clapp will cover the ground of history, for Bobby and he has covered considerable ground for this firm, and Edwin Clapp shoes are pretty well known wherever he has gone. Able, popular, successful.

Harry P. Dyer

Harry didn't have as many gray hairs when this picture was taken as now. He has been traveling thirty years — Field, Thayer & Co., twelve years; J. J. Grover's Sons, ten years; Mrs. A. R. King, four years; J. & T. Cousins, four years. Harry is one of the men the traveling fraternity is proud to recognize.

Warren C. Pierce

"W. C." has been one of us for twenty-nine years. Began with A. P. Tyler & Co. In leather business a while. Then on road for Tuttle-Smith Company and Scotsmith Company, and for the past twelve years has been one of the popular Preston B. Keith salesmen, traveling middle West. Picture taken several years ago.

Fred C. Briel

Fred doesn't change much, as this picture proves. He was in the retail shoe business at Natchez, Miss., before going with Lewis A. Crossett about twenty-five years ago. Fred is a southerner, all right, and has always traveled that sunny and hospitable territory. Brother of Christy Briel, the famous song-bird.

Arthur H. Jenkins

Arthur Jenkins belongs in the select class of successful shoe salesmen. He started in the shoe business at the age of fifteen with Cox, Young & Gardner and when only seventeen made his first trip for them. Next year he went with W. L. Douglas (as one of the first three salesmen to travel for him). Ten years

with Douglas. Now with George E. Keith and is making his sixty-sixth trip into the South — a long and honorable record.

J. P. Burns

Few will recall James P. Burns as a traveling salesman, thinking of him rather as a prominent shoe retailer in Los Angeles. Truth to tell, however, he did travel for Boston wholesale houses a good many years ago, before he went to California to make his fortune, which quest, we are glad to say, was successful. J. P. is always glad to see "the boys" — especially from Boston.

George J. Loveley

Most of our readers will be loath to believe that George Loveley has traveled for over twenty years, for George doesn't look it. So, nevertheless. Began when he was nineteen, with Batchelder & Lincoln — one of "Uncle Joe's boys." Later was with Walton, Logan & Co., for several years, then with Thompson Bros. for some time, and now he is prominently identified with the new Dalton Company, Brockton. George likes to play golf and is good at it. Used to be a crack baseball player. Every inch a man and everybody respects and esteems him. Need say no more.

XVI

B. H. Cogan

Barney, I know, will be glad to be among the old shoe boys even if he is a shoe manufacturer, for he enjoys meeting old friends on the road. Head of P. Cogan & Son.

Ed. T. Shipp

Here's handsome Ed. Shipp, a picture taken back in his salad days. But Ed. is one of the boys who seem to grow handsomer with the passing years. Never represented but one house — Burt & Packard, and he has been traveling for them for twenty-seven years, covering southern territory. Ed. lives in Paris, Ky., his native town. So we'll call him Colonel Shipp, suh, hereafter.

P. B. Kerrigan

Phil Kerrigan — would you ever know him from this picture? — started on the road with Nathan D. Dodge in 1885 — then with Dodge Bros., and in 1890 he went with Hazen B. Goodrich. In 1910 he took Hervey E. Guptill's slippers into the southern territory, and is at the same work now.

Berton O. Wetmore

Bert's fine voice has charmed all of us for many years. Bert surely can sing. This picture shows him in 1890. He started selling shoes for J. W. Brigham, then was with J. S. Nelson several years; lastly, with Nat Packard. He quit the road about ten years ago to go in the moving picture business on the executive end, and has made a success of it. We see Bert once in a while and know he doesn't forget his days on the road.

Charles E. Davis

One of the noblest old Romans in the business. Charles has been selling shoes for, lo, these many, many years, and to look at him you'd never suspect it. This picture was taken a long, long time ago. He has represented several concerns during this period and is one of the real veterans, and still as young as any. He has been with Burt & Packard for sixteen years and before that was with Johnson Bros., French, Shriner & Urner, and Mrs. A. R. King. He started on the road for Bennett & Howland (later Denham & Howland), and was later with Dearborn & Kendall (later Dearborn & Shaw, then Dearborn & Day).

Jake J. Beahr

Jake Beahr we must put down as "just one of the old salesmen." Been traveling out of Cincinnati a good many years and belongs with the younger element as well as with the older, because active, alive, energetic. Good luck! Jake, for a hundred years, say we.

B. A. St. John

Bennie St. John traveled for Moore-Shafer Shoe Company, Brockport, N. Y., for twenty years but, a year or so ago, surprised his many friends by going with the Menihan Company, with which house he is keeping up his record.

Peter McGeough

Peter McGeough is a breath of the "ould sod," a wit, a humorist, a satirist, a philosopher, a soldier of fortune, a man in whom the old-fashioned notions of friendship and comradeship never have failed. Now on the road for Piehler of Rochester. Peter has been on the road since the battle of the Boyne.

W. F. Nye

This handsome young man we identify as "one of the boys," namely, W. F. Nye ("Bill" Nye.)

Still as lively and friendly as ever and glad to be reckoned with the shoe immortals.

XVII

W. H. H. James

He is remembered first as a clerk with the old firm of A. Knoblauch & Sons, Minneapolis, and was a lively boy in those days as he is now. With Stacy-Adams & Co. Lives in Braintree.

George Gregory

George Gregory was the same old George when this photo was taken twenty-five years ago — he was then with the Newburyport Shoe Co.; before that he was with the Niagara Shoe Co. of Buffalo. After twelve years with Newburyport, George went with Val Duttenhofer, and later was one of the founders of the Rickard-Gregory Shoe Company (later the R. & G. Shoe Company, of which company he was president and general manager). He was with E. P. Reed a while and is now with the George R. Jones Company at Manchester, N. H.

Howard Platts

Handsome Howard has been right there in the shoe game for thirty years. This picture was

taken about a quarter of a century ago. Howard used to manufacture shoes in Holbrook, Mass., where he now lives, first as Hanna & Platts, then as Howard Platts & Payne. He has been with Isaac Prouty for the past eight years.

W. H. Huntington

Does not belong to the traveling salesman class, but, as he was the secretary of the former Shoe Travelers' League, years ago, he is entitled to be one of us. He is on deck every day at Isaac Prouty's office on Essex Street, Boston.

Harry M. Hamilton

Harry Hamilton counts his friends only by the limit of his acquaintances. He has been traveling thirty-four years. He was with Lilly-Brackett fifteen years, and for nearly twenty years with Thompson Bros. He is now with the new Brockton concern — the Dalton Shoe Company. For thirty-three years he has made principal cities in the South and Southwest and western Pennsylvania.

A. L. Chase

A. L. is a popular fixture in the Charles K. Fox sales organization. Been with this line for twenty-three years, excepting 1902, when he was

with T. G. Plant. Previously with Berry, Chase & Hilliard, Hazen B. Goodrich, Chase, May & Co., and Ellis & Connor. Began in 1886. Always sold Haverhill shoes, excepting one year. Would you recognize this picture?

J. F. Flint

"Winch Bros. hired man" — that was John Flint's familiar cognomen for years. Represented them for thirty-six years, traveling twelve months a year. Rested up Christmas day. Covered Ohio and Pennsylvania. Never changed territory. Now with A. M. Creighton. We hereby hand the medal for continuous traveling to John F. Flint of Rochester, New York.

Charles Brandman

Charles B. is one of the Napoleons of shoe salesmanship. He has made one of the greatest records ever accomplished, and is a real one, and always a modest, earnest, good-fellowship sort of a guy is Charlie. Been selling "Just Wright" shoes for years. Lives in Port Jervis-on-the-Erie Railroad.

Joe A. Warrendern

We remember him first selling for Harry K. Childs in Chicago. He was so long with Thomson Bros.

that he probably has forgotten those old days; but the trade in Indiana and Ohio know him well, and I guess he will get his share of trade on his new line — the Dalton Company, of Brockton.

XVIII

Oscar Jacobi

"Oscar the Only" has been a shoe salesman for thirty-five years, and has made as few changes in that long period as about anybody. He started with Cohen & Sons, New York, and later saw service with A. E. Little & Co., French Shriner & Urner and Harney Bros. He now carries the Williamson and Knox lines. Oscar loves to fish and is always one of "the boys."

W. G. Bridgeo

Our old friend "Billy" Bridgeo started selling shoes a good many years ago for Edmunds & Mayo, then with Todd, Bancroft & Co., Rochester, for nine years; later with William Porter & Sons and Welch and Landregan. "Billy" has been with Allen-Foster-Willett for the past few years.

John M. Meggett

Genial John Meggett — thirty years of shoe selling — with J. A. Manning, E. P. Dodge and P. J. Harney. Charter member and past president of the Boston Shoe Travelers' Association. John is one of the well-known and best-liked men in the eastern trade. Now with Plant Bros.

Fred C. Church

Fred is the original "I'm from Missouri" shoe salesman. Lives still in Jefferson City and sells Williams-Kneeland shoes down that way. This classic photograph was taken in 1889. First trip in 1884. That lets Fred in as an old-timer.

Charles A. Estes

For nineteen years Charles A. Estes has traveled for Krippendorf-Dittman. He began his shoe career with M. A. Palmer, of Portland, Me. Here for eighteen years. Then became partner of Hubert Gardiner, in New York, as Gardiner & Estes, and traveled West and New England. One of the men whose road life would fill a volume.

William H. Dunn

Mr. Dunn, well-known member of the firm of Utz & Dunn, sold shoes for his company in its

early history in about forty states, and also has sold in Hawai, Cuba, Porto Rico, Venezuela, West Indies, etc. Many dealers, manufacturers and traveling salesmen know and respect Mr. Dunn for the fine, courteous gentleman that he surely is.

E. A. Terhune

This picture of Ed was taken "somewhere in Maine," years ago, and as will be noticed Ed was a gallant youth — and still is the same. He began his road career with W. L. Douglas in 1885, manufactured shoes for a while, and for the past eight years has been with the Matchless Shoe Company, Ed once was a retail store magnate, having stores in Boston and Brockton.

Arthur I. Benedict

Arthur Benedict, now president of the N. Y. Shoe Travelers' Association, is the most extensive shoe traveler we know anything about. He has sold shoes in every state in the Union but three, in all of Europe, Australia, New Zealand, the Pacific islands, Cuba, Porto Rico, etc. Comes of a family of shoe men — son of J. Irving Benedict. Family shoe history goes back to 1752. Has a son also on the road selling shoes. Who can beat that record? Mr. Benedict has been with the following

firms as member, sales manager, salesman, etc.: — J. Irving Benedict & Son, Faunce & Spinney, Morse & Rogers, Edwin C. Burt Company. Now with Whitman & Keith. Been on the road thirty-seven years.

F. Garrett Fisher

Mr. Fisher is now treasurer of the Stone-Fisher Company, the large Tacoma, Wash., department store. He is smooth shaven now. When he was a traveling shoe salesman he looked like this — over twenty years ago.

John J. Walsh

John Walsh is one of the best-known southern shoe salesmen — traveled for Julian & Kokenge, down in Dixie, a good many years and, is deservedly popular and a true southerner in every respect. Long may he flourish.

XIX

George Strong

If there is a pioneer shoe manufacturer and salesman who is more esteemed than George Strong, we don't know who he is. Mr. Strong is seventy-nine years old and is the owner of the George Strong Company, East Weymouth, Mass., and still sells many

shoes every year. He was in the retail shoe business in New London, Conn., in 1864. He sold this to his nephew, George C. Strong, in 1875. In 1876, he traveled for Clark & Holbrook, and for Walker, Short & Co. In 1878, John Carroll, W. O. Walker and Mr. Strong formed the manufacturing firm of Walker, Strong & Carroll, which continued until 1885, when it became Strong & Carroll. In 1895, it became Strong & Garfield (Henry S. Garfield) and in 1906 the firm became George Strong Company. Always men's fine shoes. Mr. Strong, respected and loved by all, has traveled for forty-one years. This picture was taken many years — please note the facial adornment.

D. M. Corbin

Brother Corbin, one of Utz & Dunn's real veterans, has been a "knight of the grip" for almost forty years. Started for J. Miller & Co., September 1876, when manufacturers' agents were as scarce as Democrats in Vermont. This picture is twenty-one years old, but D. M. hasn't changed very much in that time.

J. Frank Crehan

J. Frank has been so long (over six feet) with French, Shriner & Urner that we cannot think of

him as ever with another house. He had his growth when this picture was taken and has not lost an inch since. Past-president Boston Shoe Travelers' Association. Lives in Hingham.

John L. Laird

Probably in his day John Laird sold more fine shoes on the coast than any one, and Laird, Schober & Mitchell was the line. I don't think he is forgotten out West, even though he has lived in England, for many years. He is still selling the old line in that country, and I don't think at his age they will call him to the trenches.

G. Townes Gaines

Townes Gaines looks as young as he did twenty years ago. Been traveling for thirty-five years. Sells "Krip's" and "Just Wright" shoes down South, where everybody knows him. Used to live in Lynchburg and now is in Knoxville. Brother of "Am" Gaines.

Ambrose Gaines

"Am" Gaines, how-dy-do? Understand you're in politics now, down in old Knox County, Tennessee. Election Commissioner, eh? Good work, Am. We all know Am and like him. Been selling shoes down South for, lo, these many years.

C. S. Pierce

If you ask any shoe man in Washington or Oregon or western Canada or away up in Alaska who C. S. Pierce is, they'll tell you pretty quick that he represents Utz & Dunn out that way and is a real man. Here's a picture of C. S. taken twenty years ago. He lives in Seattle.

Herbert N. Lape

This picture of Herbert Lape was taken when he was fifteen years old and is the record for this book. Once upon a time our friend was on the stage in a light opera company and now, behold! he is sales manager for Julian & Kokenge and a strenuous, hustling, driving, clear-headed able sales manager, he is. Also makes his regular trip.

D. E. Kittredge

"Kit" has been on the road for over thirty years. Started shoe-life as a clerk in St. Louis. On road for Curtis & Wheeler in 1885. Dugan & Hudson, 1890. Since then with R. T. Wood, covering Illinois, Wisconsin, Nebraska. One of Rochester's enthusiastic association members.

W. H. Balkam

W. H. Balkam occupies an honored position in the history of this great trade. For many years he has held the respect and high regard of all who knew him. He was with J. W. Brigham & Co., of Boston, for twenty-four years, fifteen on the road; five years with Ellis & Connor of Haverhill, two years with Bryant Boot & Shoe Company, of Randolph, Mass., and for the past eighteen years he has been with A. E. Little & Co., of Lynn, in the office.

XX

B. T. Hudson

We miss this kind face to this day, for "Brynie" was loved by us all. His sad death came in the midst of his success, for he was making the name of Dugan & Hudson a house-hold name. He was for a while in charge of the firm's New York branch, and then traveled to many of the large cities. Many buyers remember him well.

Fred S. Elwell

Fred Elwell has been off the road for twenty-six years, and has become one of the most successful life insurance men in the country, and an expert on insurance legislation. Often called into counsel

by governors and legislators on insurance laws. Has one of the largest insurance businesses in Boston. He was Lamkin & Foster's first salesman — was with Church, Brown & Co. until 1890, when he went into the insurance field.

E. H. Cushing

Mr. Cushing is well known as house salesman with Thomson-Crooker. He traveled for fifteen years, beginning in 1890, for E. P. Dodge before going with Thomson-Crooker. He has, therefore, been selling women's shoes for twenty-six years.

W. P. Francis

Bill can consider himself a salesman, for I know he has made several trips selling shoes, but it is as a factory superintendent that he made his reputation with Nat Packard and Snow and Emerson. Now is in Canada, running a factory.

Charles H. Smith

Well, well, who would believe this callow youth was Charlie Smith, now the pride of the Los Angeles Hollywood moving picture devotees. This photo was taken for Barnum & Bailey's show about thirty years ago. Everybody on the coast knows Charlie and buys L. B. Evans' shoes from him. So Charlie is a plutocrat and as popular as they make 'em.

S. M. Pritchett

The familiar figure of S. M. has an honored place in this galaxy of shoe immortals. He's been selling Smaltz-Goodwin shoes for many a year, and is everybody's friend and *vice versa.*

John S. Spaulding

This photo of John Spaulding was taken nearly thirty years ago. Do you recognize it? He has been with Preston B. Keith for a long time. Lives in famous old Lexington.

Samuel Cook

Mr. Cook is of the real "old school" of traveling shoe salesmen — a fine old gentleman of strictest integrity and beloved by all. He sold Harvey B. Evans' shoes for years. Has retired and lives at Woburn, Mass.

Willard H. James

We are glad to be able to include in this collection a photo of Willard H. James, who represents Foss-Packard Company of Auburn, Me., in the West, and lives in Chicago.

XXI

Edwin H. Mathewson

Mr. Mathewson started selling shoes on the road for Lounsbury Bros. & Rockwell in 1872, and continued for Lounsbury Bros. & Co. and Lounsbury, Mathewson & Co. until about eight years ago, a period of thirty-six years. This picture was taken about 1890. Mr. Mathewson died eight years ago. A gentleman in every sense of the word and an honor to this great trade. He was a brother of Herbert A. Mathewson.

Herbert A. Mathewson

Mr. Mathewson is the present Mathewson of the well-known manufacturing house of Lounsbury, Mathewson & Co., and is a brother of the late Edwin H. Mathewson. This photo was taken in 1887. Mr. Mathewson began his sales career for Lounsbury Bros. & Co., and still attends to some of the firm's trade.

J. F. Knowles

Most of us think of "Cy" Knowles as a successful retailer — treasurer of the W. G. Simmons Corporation, Hartford, but, as a matter of fact, he "served time" on the road. He traveled southern New England for Batchelder & Lincoln

for twenty-one years until he became credit man for the same house, and finally became a dealer. Mr. Knowles was born in famous Provincetown, and followed the sea from the age of twelve to twenty-one years. Secretary of The Associated Shoe Company now, as well as head of the Simmons business. A genial, courteous, deeply respected gentleman.

Marc W. Reed

Marc Reed made his first trip forty-four years ago next July, so he belongs in the front rank of veteran and pioneer shoe salesmen. Hasn't missed a trip since 1874, covering always Ohio and Indiana, a record for this territory, we believe. He has been with Krohn-Fechheimer for over thirty years and can still go a few fast miles. This photo was taken twenty-five years ago.

Amos F. Bailey

Amos cannot pose now as a shoe salesman, although several years ago he traveled in the West, but later developed into a Lynn shoe manufacturer. Now, we find him a pattern maker getting us in trouble with his latest styles.

John E. O'Brien

"Silver-tongue" John, one of the very popular shoe salesmen — take a look at this prehistoric

picture. John is past president of the Boston Shoe Travelers' Association, and was the first president of the National Shoe Travelers' Association. Has in his active career represented these houses: — H. A. Royce & Co., J. E. Dayton & Co., J. B. Lewis, Kellam-Goller-Land, Hurley Shoe Company, and for the past few years has been with Commonwealth.

C. A. McLean

If any one would call Charley one of the old boys he would resent it, but I know he is, even if he does step around as lively as some of the kids. He has traveled so long for J. P. Smith that I don't dare go further back.

W. McMullen

"Mac" has traveled continuously for forty-eight years, and in all that time has never missed a train nor lost a day's work. Step to the head of the class. This picture was taken forty years ago. Last with Preston B. Keith Shoe Company. Lives in Albany. A long and useful life, respected by all.

P. A. Ritter

P. A. Ritter started with Selby in 1882 and, to use his own expression, "expects to sell them fifty more years." This photo is only ten years old. Wish we had one when P. A. was a boy.

Herbert A. Harrington

Traveled for years for Hathaway, Soule & Harrington of New Bedford, but of late years has managed the shoe store of J. G. Brandt Shoe Company St. Louis. I believe he has retired now.

XXII

Hector E. Lynch

Few in these days remember him when he was selling a jobbing line. When he left that line and went with Howard & Foster it was the turning-point of his career, and now every one knows Hector and is pleased to know of his fine success.

Henry S. Garfield

Years ago a tall young man with very light hair left a retail job in Minneapolis and took his first trip on the road selling men's shoes for Walker, Strong & Carroll and Stoneham Co-operative (children's shoes), and he made a success of it from the first. He then was of the firm of Strong & Garfield for several years. The few hairs are now gray, but Henry is the same Henry and we find him working hard with Nettleton of Syracuse.

John H. Hunt

John was for years with J. & T. Cousins and Davis Shoe Company in New England, and in his quiet way sold a great many shoes and was very well liked. His death a few years ago was a source of sorrow to all of us.

Harry Kidd

A highly successful salesman for Johnston & Murphy for many years, having an interest in the firm and also with Snyder & Kidd, retail shoe dealers in Washington, D. C. His sad death in an automobile accident a couple of years ago was a great blow to his friends and a great loss to the shoe trade.

John McElaney

John has sold for Stacy-Adams so many years that we can forget the rest. One of the most popular boys on the road. Is now president of the Southern Shoe Salesmen's Association.

Charles J. Shriner

Charlie Shriner, who died February 21, 1915, was one of the strong men of the trade — a fine salesman, a successful shoe manufacturer, a big man. His sudden death last year was a great sorrow to all

of us. Traveled for Hanan for years, then with French & Hall, then he and the late Samuel P. Urner became members of the firm of French, Shriner & Urner and achieved success as fine shoe manufacturers.

Charles F. Story

We remember Charlie Story as being with Burt & Packard for years; then went with Nettleton a few years ago and has been a great success. C. F. is one of the younger generation of "veterans." A full-fledged Syracuse Nettletonian now.

Samuel Shaw

Of Leonard, Shaw & Dean. Sam can hardly call himself a traveling shoe salesman now, as he devotes most of his time to the factory, but in the old days, this young fellow surely did sell some shoes, and we are all glad to know of his success as Henry Dean's partner in the manufacturing business.

Ed. Skinner

Ed. traveled for years from Rochester, but of late years has been in the men's game traveling to the coast for Burt & Packard. The trade will miss him for he resigned lately, and probably is into something big.

XXIII

W. H. Anderson

"Andy," as he is well known to all his old friends, is known no more to the shoe trade, as he has forsaken us for the automobile, as he was last heard of in St. Louis selling auto trucks; but he made himself heard in the days past representing Edwin Clapp in the middle West. I wish I could print some of his funny sayings and stories.

Frank H. Land

We remember the late Frank Land as with Hank Goller, first selling Lewis' Wear Resisters. Poor health took him out to Colorado for a short time, and then we find him forming the shoe manufacturing firm of Kellam-Goller-Land, of Lynn. We all remember his hearty good nature, and he was cheerful and hopeful to the last.

C. A. Willets

Began his shoe career as a shoe merchant and is liable to end it, as he has now a store in Kansas City, but he is well remembered as selling Stetson shoes in the West.

But if the while I think on thee, dear friend,
All losses are restored and sorrows end. — SHAKESPEARE.

JAMES P. BEATTY

Here is J. P. Beatty, the popular ex-president of the Rochester Association of Traveling Salesmen, and one of the best known men on the road. J. P. tells me that this picture was taken thirty-four years ago, so you can imagine the change. He was with Dake & Barrett, 1886-1891, going with C. P. Ford & Co., twenty-four years ago, and still with them.

FREEMAN D. BLAKE

Many shoe folks know F. D. Blake. He has been selling shoes for over twenty years. He was brought up in the leather business in Woburn, Mass., spent ten years in California in the leather trade and was with the Z. C. M. I., at Salt Lake City for a while. He is perhaps best remembered as a member of the Stetson Shoe Company for many years.

EDWARD EVARTS

I am pleased to show another of our Rochester friends — Edward Evarts, well known as one of John Kelly's long-time salesmen. This picture was taken about thirty years ago and you would never recognize Edward E. from this picture.

A. H. ATHERTON and F. M. COLBURN

Here are two old cronies — Bert Atherton and Frank Coburn. This was snapped in Seattle, twenty years ago. Everybody knows that Bert is one of the big men of the Lewis A. Crossett line, and Frank Colburn has long been with Hazen B. Goodrich & Co.

A. S. MacFARLANE

This is an old-time picture of A. S. MacFarlane, whose untimely death is reported the very day this portion of this book goes to press — a most sorrowful announcement. "Sunny Jim" was with E. T. Wright & Co. for many years, always successful, always genial. Picture taken when he was with Hanan.

SOUTHERN SHOE SALESMEN'S ASSOCIATION, 1890

Top Row, left to right: Lester Stevens, E. F. Sawyer, Arthur Stetson, B. O. Wetmore, Frank Ferguson, Harris M. Barnes, Fred J. Welden, Lincoln, Frank M. Colburn, Hector E. Lynch, George R. Jacobs, James Casey.

Second Row: Arthur H. Jenkins, David S. Childs, Natt F. Stevens, Samuel Shaw, Ed. T. Shipp, Henry M. Currier, William L. Haynes, Fred C. Briel.

Third Row: Clarence P. Waide, A. Erwin Rankin, Robert Lee, Summers, S. Preston Moses, George T. Chase, Frank M. Barker, Fred Werner, Charles F. Lusch, J. Rush Green.

Bottom Row: Ralph J. Saxe, G. Townes Gaines, Harry H. Ripley, A. H. Atherton, Arthur L. Brooks, W. Harry Dudley, Walter May.

SALESMEN'S GROUP, PLANTERS' HOTEL, ST. LOUIS, 1898

This interesting photograph belongs to Walter I. Perry, of the Bliss & Perry Company, Newburyport, Mass.

Taken at the Planters' Hotel, St. Louis, eighteen years ago, many old familiar faces and forms will readily be recognized.

Unfortunately we are unable to identify all of the folks in the group.

Among the others here shown are the following: George H. Harrington, Charles H. Foster, Joel C. Page, Harris M. Barnes, George Ahrens, Lou Wood, Frank B. King, George S. Dwinnell, Fred J. Welden, C. A. McLean, J. C. Hunt, A. L. Chase, Walter I. Perry, W. Harry Dudley, Robert Sprunt, Jr., James Musson, L. M. Gerson, James D. Sheridan, A. W. Gage, A. W. Dubois, H. L. Gabell, Meier Swope, Messrs. Lynch, Aber, Elkins, Dwyer, Wolf, Powers, Davenport, Phelps, Weaver.

THE "BIG FOUR"

H. H. Ripley
M. J. Mulryan
W. H. Judson
Fred J. Welden

Fred J. Welden, M. J. Mulryan, Harry H. Ripley and W. H. Judson were the "big four" that sold shoes for the old firm of J. C. Bennett & Barnard, and they surely did sell some shoes in those days. Harry Ripley we know all about. Fred Welden was last with Thomas G. Plant, until his failing health caused him to resign. He passed away a few years ago, at his home down Cape Cod way.

Judson died many years ago. Mulryan, after several good positions on the road and as manager, is now filling a factory position in Lynn.

This photograph, taken forty-four years ago, was sent to us by John M. French of Keokuk, Ia. It is a group of Huiskamp Bros. Company folks.

H. W. Huiskamp is now president of the company. Eldest son of the founder of the business.

SIX HUISKAMP SHOE PEOPLE

Taken in 1872

A. E. Matless
H. W. Huiskamp
W. S. Fletcher
John M. Fre
L. T. Py
Thomas Red

John M. French was with Huiskamp f 1872 to 1905. He was the No. 1 membe the great Iowa Traveling Salesmen's Associat and offered the resolution leading to organ tion, in 1880, and paid in the first dollar. 000 members now.

A. E. Matless was former vice-presid and treasurer of the company. Mr. Mat has passed away.

W. S. Fletcher retired in 1900, after twe five years of Huiskamp service.

Thomas Reddie, house salesman, has b with Huiskamp forty-four years.

L. T. Pyles is deceased. He represen Huiskamp Bros. Company for many ye beginning in 1876. He died in 1913.

Tony E. Johnson

Tony has traveled for several years to the coast, but lately is representing Williams-Kneeland in the South. He may retire before many years to his farm in Michigan, where, I believe, he is raising blooded cattle.

Joseph C. Kimball

We think of Joe Kimball as a big leather buyer for Lewis A. Crossett, Inc., and a gentleman of standing in North Abington and South Street, but as a matter of fact he was a successful shoe salesman on his own account in Haverhill, twenty-five years ago, and has sold a great many Crossett shoes. Picture taken at twenty-five years of age.

Oran McCormick

Everybody who knows anything about shoes knows about Oran McCormick. Oran has always been a shoe man from "bench" days down in Fort Worth, thirty years ago, until now. He traveled a while for J. S. Turner down South, but being by nature an artist, he turned to journalism and shoe illustration. He founded the *Illustrated Footwear-Fashion* in 1899, selling this in 1910. He was the pioneer in high-class shoe illustration. Now the owner of *Modern Shoemaking*, a handsome publica-

tion, for a fact. Oran McCormick is a man of unique personality, strong likes and dislikes and an artist clear through. When we write the history of the shoe trade we will have to have a whole chapter for O. M. He is proud to be enumerated as "one of the boys."

Ed. Maurer

Well, here's Ed. Maurer, back in his palmy, youthful days — twenty-eight years ago. Ed's been on the road about thirty years, first for W. N. Gokey. Represented different houses until his connection with Preston B. Keith several years ago. Now travels the coast. Popular salesman with his trade and compatriots. Past president of Indianapolis Shoe Travelers' Association.

"Hank" Goller

One of the three Gollers well known in the shoe trade. Brother of Harry and Charles F. Went with J. B. Lewis in 1884. Formed partnership with Frank Land as Kellam-Goller-Land Company, in 1902. We see "Hank" frequently, and he's one of the best-known men in the Boston trade.

D. J. Tobin

Here's another of the famous bunch of E. P. Dodge salesmen; with that house eighteen years.

Then with Rickard-Gregory five years. Two years with P. J. Harney. Now with H. H. Gray's Son.

XXIV

E. A. Kendall

Here is a genuine veteran — E. A. Kendall who has sold shoes for many years. Born in Hudson, Mass., in 1841, he worked in shoe stores in Chicopee Falls, Hartford, Springfield, Ill., and finally came to Boston a good many years ago, and was connected with these firms at different times: Clark & Warren, Warren Boot & Shoe Company, Lamkin & Foster, Haynes & Sparrell, Congress Shoe and Rubber Company, and lastly with Lane Bros. He traveled New England territory. He is now living quietly at his home in Hyde Park, Boston.

Charles R. McWilliams

Charlie has traveled to the coast for Nettleton so many years that he has almost forgotten the few lines he had before and he has reason to for he has made a big success. Everybody is strong for "Mac."

E. L. Ritson

E. L. Ritson has been "hitting the trail" of shoe selling for the past thirty-three years, having

started with Tirrell Church in 1883. He is with W. L. Douglas, traveling the Pacific coast territory.

Fred S. Todd

We remember him best when traveling for Harding & Todd, and he surely sold some shoes in those days, and also for F. S. Todd & Co. He retired and now is living a life of ease on his farm near Rochester.

George T. Hipple

Well, there are lots of good things to be said of George, and if I had space I would say them; but we all know him and he has traveled so long from Cincinnati that he doesn't know that shoes are made in any other city.

C. J. Brooks

Every buyer and I guess every one else on the Pacific coast knows Charlie, but perhaps may not recognize this young fellow, for it is a long time since he was of Brooks & Wells, but of late years he is well known, selling F. M. Hoyt & Co. and A. Fisher & Son shoes. He has no seasons of making his trips, for they say that he starts so late that he meets himself coming back. Some day he will get his well-earned rest on that farm of his, up in Oregon somewhere. Brother of Arthur L. Brooks.

Charles H. Foster

Mr. Foster began his shoe selling as a jobber of men's shoes on Lincoln Street, Boston, and then helped to form the firm of Howard & Foster. He traveled some years for this firm and was beloved by all, for his was, indeed, a noble character and his death two years ago was a great blow to all.

C. A. Ingalls

We were all sorry to learn, a few months ago, of the death of Charlie Ingalls, one of the veterans of the road. He traveled the coast territory many years for Edwin Clapp, and was known and liked by all.

E. T. Wright

We are glad to include "Pop" Wright in this honorable list of veteran knights of the shoe-grip. While he is famous for making "Just Wright" shoes, he has sold his share thereof. One of the deservedly esteemed and highly regarded men of the trade. May "Pop" flourish for a thousand years, say we.

XXV

W. Henry Dean

Who does not know Henry Dean in the South? They ought to know him, for he has traveled down there long enough. First with Hathaway, Soule & Harrington, and now with his own line; also Hervey Guptill's slippers. There is no need of giving a history of his past life, for you all know Henry and like him. Leonard, Shaw & Dean is his firm's name.

T. H. Chamberlin

Tom traveled for years for Hathaway, Soule & Harrington and opened a store for them in Chicago, being in the retail line for some time. For several years he sold Chicago trade, and at the time of his death, two years ago, he was selling for G. Edwin Smith of Columbus. All his old friends miss him these days, for he was a good fellow and the soul of honor.

Frank C. Kellog, Fred L. Smith, A. W. Gage

These three young fellows happened to meet in Detroit, after not having seen each other for years, and this picture was taken. Kellogg and "Gagie" you know something about. Fred Smith was one time in the shoe game, but later drifted into newspaper business at Cincinnati, where he is at last accounts.

William M. Hurley

Will Hurley, one of the famous Hurley Brothers, still keeps up his end selling Hurley shoes, and also inventing shoemaking improvements. He is a versatile man — executive, superintendent, foreman, operative, yachtsman, automobilist, farmer and an artist on top of all that. Lives in Rockland. Helped establish Hurley Shoe Company in 1893.

W. Harry Dudley

I wish I could express the love every one that knew Harry Dudley had for him, and how they miss his happy, genial presence. He came from an old shoe family in Newark, N. J. We remember him first with Williams & Hoyt. Bert Atherton and Harry were making children's shoes for a short time in Lynn; then Harry went with J. Phelan & Sons. We all know what a responsible position he occupied with Thomas G. Plant Company, up to the time of his death. It will be a long time before he is forgotten.

H. E. Decatur

Here's an old-time picture of H. E. Decatur, one of the real boys of the road, that we delight to know and honor. He sells shoes — lots of 'em — for Whitman & Keith.

J. B. McKee

J. B. sold shoes many years for Thomson-Crooker, with whom he was when he died two years ago, deeply regretted by many friends.

XXVI

H. W. Crooker

Harry Crooker began the shoe business as a boy with Geo. F. Daniels & Co., and as a young man started traveling for the above firm, working into an interest in the business. Then opened up a specialty business and now as we all know is doing a very successful business as The Thomson-Crooker Company. Everybody is strong for Harry. This picture is an old one, sure enough.

Allen V. Holbrook

Al. began selling for Hosmer Codding, Boston jobbers, but he soon graduated from selling shoes for $12 a dozen, to $60 a dozen! quite a jump, but he got there with Stetson's shoes. He has been interested in the retail shoe business in Columbus for several years. Now he is interested in several specialty Stetson stores. Still travels, selling fine shoes and is very active in the National Shoe Travelers' Association work.

Charles O. Quimby

Charley has sold Bliss & Perry's shoes so long in the South and West that there is no need of going further back for his history. He is one of the most widely-known traveling men in the country.

J. W. Estabrook

Jim traveled in the Northwest many years ago, and if he could talk he would tell you all about it. I know many of the old boys and dealers will be pleased to see his face again. We don't see much of him in late years, for he spends most of his time in Worcester at his G. A. R. post, telling how he fought, bled (but not died) for his country. He is happy in his good old age and we are glad of it.

W. A. Patterson

Began I believe with Batchelder & Lincoln and of late years has traveled for L. B. Evans and has made a success. "Pat" is one of the live "youngsters."

William Dorsch, Jr.

Every one knows Billy Dorsch of the old firm of William Dorsch & Sons, the line made famous by the "bull dog" shoe. Billy is now traveling for Slater & Morrill and we are always glad to see him.

John M. Quin

Once upon a time Utica cut a big figure in the shoe business. John Quin was with H. J. Holbrook & Co., of Utica, from 1884 to 1889. Traveled for Daniel Green Felt Shoe Company for the past seventeen years. Now on jobbing end. A big-hearted, able, fine man. Brother of Frank Quin.

E. L. Deschamps

One of Harry Crooker's right bowers. Been on the road for thirty-three years. Picture taken twenty years ago. We all are glad to count E. L. in with the real "boys."

S. A. McOmber

Here's one of the genuinely popular shoe men — S. A. M. represents Utz & Dunn in New York. Nuf sed. Has helped to put Rochester on the shoe map for thirty years. Former treasurer of National Shoe Travelers' Association. Needless for us to add our mite to the good will that everybody expresses for this gentleman.

XXVII

B. K. Farnham

I don't know how Ben got in this old class, for he is only a kid. It was only yesterday he started selling for C. H. Alden; but he has seen considerable of this country since, and must be glad to settle down in New York with less traveling to do. Nephew of Harry Crooker.

George H. Ferguson

George began his traveling in the West for the old firm of Eddy & Webster of Rochester; was several years with Krippendorf-Dittman, and now has a New York office for Julian & Kokenge. If he was a little younger he might be in the trenches with the Canadian troops, but I guess he prefers digging potatoes on his farm, near Batavia, N. Y.

C. A. Shaw

Here is another former Stetson salesman and you will remember him by the name of "Chicken" Shaw but he is no chicken now.

Walter I. Perry

His first road job was with the Newburyport Shoe Company; then he helped to found the firm of N. D. Dodge & Bliss Company, which was suc-

ceeded by Bliss & Perry Company. Walter when not selling shoes may be found on his beautiful farm raising apples, as his friends know. One of the most popular men in the trade.

Jake Smith

Jake Smith traveled for J. P. Smith & Co. in the West and was, and is, a jolly good fellow. I don't hear of his traveling now, but he is still on earth and glad to see his old friends.

Fred Earl

Fred has sold fine shoes in the West so long that he can surely be called a fine shoe salesman. His big record was made with McDonald & Kiley, and Manss-Kiley.

Frank Helmers

This picture of Frank Helmers was taken about twenty years ago. Frank is one of the famous Cincinnati shoe men and is head of the Helmers-Bettmann Shoe Co., makers of men's shoes.

John S. Snow

John Snow sold Harry Gray's shoes for twenty-seven years and was a fixture with that house, and one of the ablest and most popular men on the road. His death in New York City three years ago brought lasting sorrow to us all.

Clark F. Bresee

Another man long associated with H. H. Gray's Son was Clark F. Bresee, whose death last year occasioned widespread regret throughout the whole circle of his extensive acquaintance. Popular in the best sense and beloved by all, Clark Bresee graced the profession of shoe salesmanship. This characteristic picture shows how he looked many years ago.

XXVIII

Henry M. Currier

I remember him first as with W. F. Putnam & Co. of Boston and traveling in the South, where he continues selling his own line, and besides he is interested in several retail stores. Headquarters, Albany Building, Boston.

C. H. Henderson

Charley traveled so long for Burley & Usher and Burley & Stevens that I need only say that every one on his territory was glad to see him each season that he called on them and sorry to have him quit, but he had other plans and now he is taking his ease on his Beverly farm. Note the whiskers.

B. Frank Hallett

B. F. for many years traveled in the South for several Cincinnati factories but of late years he changed his territory to the West, making many sales and friends. Now we find him back in his home city, Boston, traveling for B. E. Cole & Co., not looking much older than when this picture was taken years ago.

Dan Fuller

Our old friends are always remembered, and we cannot forget that noble fellow, Dan Fuller, who traveled South for Charles H. Alden, until his sudden death several years ago.

William Jackson

Every one on the coast knew Billy and loved him. He had his ups and downs, but made a success of every line he represented, from Johnston & Murphy to The Carlisle Shoe Company, the line he had when he died a short time ago.

W. J. Parker

Like many other salesmen Billy began selling for a shoe jobbing house; then with French, Shriner & Urner. The young firm of Parker & LeFaver was formed but died in its infancy; then he traveled for Jerry Menihan.

T. A. Delany

Tom is some orator, but his speech making is mostly confined now in telling the fine points of T. D. Barry's shoes. I believe he tried for a short season to sell shoes to Indians and Mexicans, but he wants to forget it.

George Russell and J. A. Lawrence

This interesting picture of two old pals, George Russell and Jim Lawrence, taken in the long ago. More detailed mention is made of each of these well-known shoe men elsewhere in this book.

Ed. W. Hughes

Ed. has been traveling thirty-five years or more — five years with Hugh McKenzie, of Cincinnati, five years with J. W. Brigham & Co., of Boston, and twenty-six years with his present house, Helmers, Bettmann & Co., of Cincinnati — surely a long and honorable record.

XXIX

William L. Ratcliffe

As this book is preparing for the press we learn with great sadness of the death of Will Ratcliffe.

A great figure of a man in mind, body, heart and soul. A doer of big things, yet not despising the lesser things of life. He has written his name large in the history of this trade. He was Thomas G. Plant's first salesman. He rose from a shoe clerk in Elmira, N. Y., to the presidency of the Thomas G. Plant Company. Now he rests in peace and awaits us for the final home-coming on our brief earthly trip. His memory shall endure, green and fine.

W. W. Bohr

Will Bohr has been selling John Cramer shoes for many years and is a big salesman. A brother of the late well-known N. C. Bohr. Has the confidence and esteem of all who know him.

John S. Davies

John Davies, step forth and receive the laurel wreath of honor — forty-six years, ninety-two trips to the coast for C. P. Ford & Co., of Rochester!! A record of great distinction, and we are proud with you. May you make one hundred more such trips.

Fred Baker

He has been out of shoes for years but will be well remembered as with Hanan & Son,

traveling from Denver to the coast. He died a couple of years ago, but his memory will always be with us.

George A. Mitchell

This is another member of the firm of Laird, Schober & Mitchell and in the old days was a strong member, for he sold a lot of shoes in the middle West and will be well remembered by many. What a happy fellow he was. Gone, but held in happy memory.

Herbert P. Gleason

Known to his familiars as "Pop" Gleason, and to everybody as the president of Johnston & Murphy, the famous Newark men's fine shoemakers. Has sold J. & M. shoes for a good many years and we all expect him to be doing the same thing for a half century longer, at least.

Arthur Earl

Arthur can't quite forget that he was once a retail clerk in Springfield, but I remember. Well, he has been so long with Laird, Schober & Co. that there is no other line in this country to him. May he contiuue for many years.

James Musson

Jim knew no other line than John Cramer's children's shoes and that was his only line for about forty years. Every one knows how he was beloved by the trade and are sad, thinking of his death only last November. His son succeeds him, making the third generation to sell John Cramer shoes.

J. A. C. Emerson

Jack was of the trio made up of himself, Hank Goller and Frank Land. Was several years with John H. Cross. Now we find him selling for Wise & Cooper and making a success as usual. Picture taken when Jack was some boy.

XXX

R. T. Rollins

"Dick" has been so long with Hoag & Walden that he believes it is the only line on earth; but this season he has got into the five-dollar class. Dick is past president of the Southern Shoe Salesmen's Association, and every inch a real man.

J. L. Willet

Jack was for years with Utz & Dunn, Rochester, placing that line in large and small cities in the mid-

dle West. He retired some years ago and opened a cigar store in his home town of Flint, Mich., where he died a few years ago, regretted by all.

Ben Stout

Ben Stout is one of the popular Rochester boys, and helped to put the "stir" in Rochester. Ben has been on the road for a quarter of a century, and can trot a fast heat with any of them.

G. E. Frazee

Gentlemen, G. E. Frazee of Rochester. We are glad to include this sterling salesman with the men who have done so much to put Rochester shoes where they are.

G. W. Herr

This is Herr and it's a "he." G. W. traveled for Williams, Hoyt & Co., for many years, having begun forty years ago. Wish we had a better picture of brother Herr, but are we glad to have even this.

J. H. Kinne

Drop into C. P. Ford's factory any day between seasons and you'll find one of the best men you ever met in your life — John Kinne — right on the job. John has been a fixture with Ford shoes for, lo, these many years, and I hope he'll be there very many more.

J. E. Schofield

Here's another Rochesterite — J. E. Schofield. He began with Diamond & Disbrow, of Utica. Has sold shoes for Williams & Hoyt for twenty-three years. On the road forty years all told. Welcome to the upper row, J. E.

A. C. Edson

Another Williams, Hoyt & Co., veteran salesman — A. C. Edson. On road for them twenty-two years. Now with Joy, Clark & Nier. Picture made in 1903.

F. H. Foss

Here is a well-known figure — F. H. Foss. F. H. thought he'd quit selling men's shoes a year or so ago, but the lure of the old game got him and he's now with Foss-Packard. He used to be with Kelly-Buckley and T. D. Barry. This picture was taken twenty-five years ago.

Wallace D. Baker

W. D. is a brother of J. Ralph and a son of M. F. Baker — three of a kind. Well-known Preston B. Keith salesman. Began selling on the road for his father, then at Stoneham, in 1894. Then he (W. D.) was but sixteen years old. One of the young veterans, you see.

XXXI

F. M. Montgomery

February 1, 1916, marked the completion of thirty-nine years of F. M. Montgomery's service with the Selby Shoe Company. Brother Montgomery, you are hereby awarded the honorary medal of Distinguished Service. Picture taken in 1888. He began road work for Irving Drew (now Selby) in 1877 and F. M. can look back over these thirty-nine consecutive years of selling, through discouragement and hard work and on to success, and now, at sixty, is in his very prime. And may he long continue so.

James H. Mulligan

"Jim" Mulligan, one of the popular royal rooters for Rochester, has traveled the middle West for John Kelly, Inc., thirty-five years. This picture shows Jim with a mustache which, I believe, time has brushed away.

J. P. Byrne

This young and sprightly soul has also been peddling John Kelly shoes for thirty-five years. He can tell a story, sing a song, or crack a joke as well as he can sell a bill of shoes, which is A1. Popularity is J. P.'s middle name.

Charles J. Vegiard

Take a look at this picture of Charlie "Veegyard" and tell me, honestly, if you believe he has been selling shoes for forty years. Fact. Now with Blum Shoe Mfg. Co., and can travel with the best of 'em.

Sandy C. Gloud

Thirty-four years constitute Sandy's road experience. Was with Utz & Dunn several years. Now with Leach Shoe Company. One of Rochester's best.

"Bob" Parsons

"Bob" Parsons died two years ago, deeply mourned by his many friends in the shoe traveling fraternity. Best known through his connection with Dugan & Hudson of Rochester.

C. E. Meade

C. E. Meade is now a prominent Rochester shoe manufacturer, but forty years ago he sold shoes on the road for Williams & Hoyt.

Henry McGoughran

For several centuries Henry has been selling D. Armstrong shoes and has certainly sold a raft of them. He is one of the big men of the road, and

a whole-souled gentleman. One of the reasons for Rochester's place in the shoe sun.

John G. Townsend

Everybody down South knew John Townsend, who traveled that section for Williams & Hoyt of Rochester for years. He has joined the "great majority" and leaves a splendid memory.

XXXII

Elmer J. Bliss

When a New York Central passenger train got into a wreck some twenty-six or seven years ago, and Elmer J. Bliss was dug out of the scrambled wreckage of the smoking car, with his scalp full of broken glass, his career as a traveling shoe salesman really started right there. For, after he had recovered, he collected some real money from the railroad and engaged in the selling of shoe jobs on the road. Then he formed the Regal Shoe Company, of which he is president and live-wire general manager.

George M. Russell

We are glad to see our old friend George's face again, for he has been lost to the shoe trade several years, but we remember him with Hazen

B. Goodrich, then manager for J. A. Lawrence, jobber, in Chicago. He traveled a few years for Val Duttenhofer & Sons, but is now out of shoes and lives in California.

David S. Childs

Dave traveled for A. E. Nettleton in the South for many years, but like many other young men, the call of the West got him, and of late years he had made many friends from Denver to the coast, selling Johnston & Murphy, and now Slater-Morrill shoes. Dave lives in Flint, Mich.

W. F. Ebbett

"Ted" has not grown any since he went to work for Parker, Holmes & Co. as a kid, but he grew in experience, so they put him on the road in New England. Then was with Packard & Field until Hazen B. Goodrich & Co. discovered him. He remained with that firm many years until Cincinnati tempted him, but he could not forget New England and turned shoes, so Chas. E. Wilson captured him. Ted has recently become a partner in the George C. How Company, Haverhill, and we wish him all luck.

H. L. Gabell and W. F. Gabell

H. L. Gabell and his brother, W. F. Gabell, are members of the firm of Reynolds, Drake & Gabell,

and sell their share of the output. We see both of the Gabells at 183 Essex Street, almost daily, between seasons, and are glad to note the success of these veteran shoe salesmen.

James L. Estey

We cannot call Jim one of the old boys; still he has made quite a record with Tuttle & Smith, T. D. Barry Co., and is now with N. B. Thayer & Son, selling shoes down Texas way.

John M. French

John French is one of the most famous and respected traveling shoe salesmen in the country. Went with Huiskamp Bros., Keokuk, in 1872, and traveled until 1905, when he retired. This picture is an old one, sure enough. He was Member No. 1 of the I. S. T. M. A., which now has 50,000 members. Mr. French is enjoying a retired life at his home in Keokuk.

R. W. Fitzpatrick

"Bob" used to be a good salesman to the retail trade years ago, when he looked like this picture, but he graduated to wholesale and now knows no other line but Jonathan Brown. We all know he surely sells some children's shoes.

H. A. Anderson

Here we have another "Andy" for "Herm" and "Wills" Anderson; both sold men's shoes in the good old days. Now we have Herm selling for Thomson-Crooker Company in all the large cities on the coast. We know he is happy, for he is making a big success.

XXXIII

J. Warren Murray

Warren Murray is well known as the head of the Murray Shoe Company for twenty years. Now with Val Duttenhofer. Warren sold a great many fine shoes during his time. A square man whom we all wish well.

W. S. Rogers

As these lines are penned, I learn of the death of W. S. Rogers, who had represented Utz & Dunn for a good many years, and was one of the highly regarded older salesmen going out of Rochester. Thus Time takes his steady toll.

Lee F. Goodman

Lee sells rafts of "Just Wright" shoes on the coast and is one of the justly popular shoe salesmen in that genial territory. Lee is young in years, comparatively, but old in experience and long in ability.

E. F. Rice

This photo was taken about thirty years ago, and time certainly flies. E. F. went with Utz & Dunn shortly after this photo was added to the archives of shoe trade portraits, so he must rank as a genuine Utz & Dunn veteran, having been with them ever since. He lives in Denver.

Ed. A. Tobey

Who would ever believe this flossy picture to be our old side-kick Pittsburg Ed. Tobey? None other, just the same. Who would ever believe Ed. traveled? But as he claims he did, we are glad to embalm his phiz in this galaxy of greatness. Ed. is now the famous buyer for Kauffman-Baer, Pittsburg.

John F. Wheeler

This picture of J. F. was taken in 1890. He has been on the road for forty-one years, having seen road service with such houses as P. Ware & Co., Lilly, Young, Pratt & Brackett, Boston & Sandwich Shoe Company, Emerson Shoe Company, T. D. Barry Company. He now represents the Boston office of several factories.

J. A. Richardson

Every one knows "Dick" Richardson, but don't know where he got the name of Dick. The shoe history of Dick is just Commonwealth Shoe Company, and if they went out of business, he would quit, too. Well, you will have to step lively to get ahead of J. A. R. Headquarters in Fifth Avenue Building, New York City.

A. F. Simonds

He will be remembered as traveling for Woodman & Howe of Haverhill, and he could sure sell the German trade, for he spoke German like a native. Perhaps in these days he might be taken for a German spy, but he is now too busy selling for Lewis A. Crossett in "York State."

Charles S. Murray

Charlie Murray, the sweet singer of the salesmen, has gray hair, but is, nevertheless, the youngest of the three Murrays. Just gets into the twenty-year class. Sold Murray shoes down South for years. Now with Hanan.

XXXIV

Frank J. Bradley

I cannot realize that Frank Bradley was once a traveling man; still he was, and with Hazen B.

Goodrich with whom he has been an active partner and head of the business for years, and one of the most highly esteemed manufacturers in the country. Picture taken many years ago.

Ed. Donaldson

Ed has been out of the travelman class for so many years that he almost forgets those old days when he traveled for W. E. Smertz, Pittsburg, and then for Williams & Hoyt; but he left us cold, and went on the other side as buyer of shoes. He held many big positions as buyer of shoe departments in Pittsburg, Brooklyn, New York, Rochester, Newark and Toledo; but now he has settled in Boston as manager and buyer of one of the large jobbing houses here.

William Gillespie

Sometime called Bill and there is a reason, for he has his original way of selling shoes, and he gets there as he has shown in selling for Wallace Elliott, Charley Case, Forbush & Brown and at present with Alden, Walker & Wilde. All are glad to see him when he arrives in town and if you can get him to talk you are liable to learn something.

A. F. Jones

"Jack" Jones, that's all — for what can we say more than he has been so long with T. D. Barry that he knows no other line — and all buyers and salesmen know Jack and his line.

John E. Langley

Honest John did not begin the shoe business as a traveling shoe salesman, for he was for some years a manufacturer of children's shoes in Detroit! It was at the same time Governor Pingree was in the shoe business. Field-Thayer, P. N. Wadleigh and Hervey E. Guptill kept John busy for years, but now we find him jobbing shoes for himself in Detroit and making a success of it.

Will Webster

Will Webster was well known as being of the firm of Eddy & Webster, but of late years with Krippendorf & Dittman, traveling out West. I hear that he has now retired and having a well-earned rest.

A. C. Carpenter

Al succeeded the late Dan Fuller in the South for C. H. Alden, and has made a fine success. He hails from down Florida way and is fond of spinning

yarns that could only get by as originating in Florida. Al is popular with all the boys. You can find him at the Alden Boston office, 105 Summer Street, any time between seasons. His real name is Alfred.

W. L. Haynes

Will Haynes has traversed Southern territory twenty-five years and is well known as Parker-Holmes' representative, and a man whom we are glad to include in our series of sketches of veteran shoe salesmen.

W. H. Shelby

It is a pleasure to have this picture of W. H. Shelby in our collection. Mr. Shelby represents Sutherland-Pedigo-Farwell Shoe Company, of St. Louis, in the Southwest. Has been on the road thirty-six years, starting with Claflin Allen Shoe Company in 1881. Has also been with Shafer-Swarts & Co. and Hamilton-Brown. Was vice-president of Friedman-Shelby Shoe Company, up to five years ago. Lives in Roswell, N. M.

XXXV

J. E. Stevens

I believe Jack was the first to make a success of a Cincinnati line in New York City, for he

surely did sell a lot of Krippendorf & Dittman's shoes in that city. Previous to that he had made a success with Wright & Peters line. His death in New York several years ago was mourned by all his many friends.

Albert A. Mead

We hardly think of Albert as an old timer but he has made a record for a few years and has helped to make Upham Bros. Company, of which concern he is now president.

Horace W. Murray

Horace is, of course, known as of Murray Shoe Company, and you may be sure he made that line known in the West. Since the firm gave up business we find him manufacturing shoes in Haverhill.

L. H. Downs

Lurad Downs is now the "high gun" at the Charles K. Fox factory, but has done his share as a road salesman. We see him in Boston frequently and are glad to know of his fine success.

Thomas F. Byrnes

Thomas F. Byrnes, as everybody knows, travels for the Thomas G. Plant Company, and, moreover, has five sons who do likewise, this being a record in itself. Picture taken twenty years ago and certainly T. F. has changed in looks, but he's the same popular "boy" he always has been. A real veteran.

C. L. Anderson

Charley only knows how long he has sold Whitman & Keith's shoes in New England, and he won't tell. This picture shows what a fine looking young man he is. Sorry we haven't a boyhood picture of him.

Cal Hersome

Cal Hersome did not travel long selling shoes for Emerson & Sons of Wakefield, but he made his name celebrated by the patented Hersome Gaiter, which was a decided departure from the regular shoe style of those days. There was quite a sale for this shoe. Mr. Hersome has been out of shoes for some time and is enjoying life on a farm. The family, however, is still represented in shoes, for his son Jack sells for Kelly-Buckley and is a good salesman, but I don't think he can talk as fast and long as his dad.

W. H. Ware

Here is a long-ago picture of W. H. Ware that his many friends will appreciate. He sure was some spruce those days and incidentally knew how to land the good orders.

Bartlett Sears

Bartlett Sears is one of the veteran Boston salesmen. Began with Henry Damon, the original C. O. D. man, and after service with various houses (including six years with the Erie R. R.) he landed with the Worcester Slipper Company, jobbing trade, with whom he has been for twenty years. The whiskers have disappeared.

XXXVI

T. J. Yates

Tom should be ashamed of himself for not having a better picture of his handsome self. Twenty-three years for T. J. on the road. Excelsior first, then Podan Bros., and Lewis A. Crossett, and for the past sixteen years he has been with Thomas G. Plant Company in the Southwest. Tom is a great boy and is from Philadelphia and doesn't care who knows it.

J. F. Henry

Jack Henry tries to tell us that he hasn't been selling shoes for twenty years, but Bob Roberts says he sold Mrs. Methuselah her first pair of boots, so here goes. This snapshot shows Jack in a reminiscent mood, shortly after returning from Ireland where he kissed the Blarney Stone twice. We all know he's with Maetrich-Eyre. Past president New York Shoe Salesmen's Association. "Same's B4," Jack.

R. L. Wall

Here's R. L. Wall, one of the big men on the Pacific coast where he sells a carload or so of Sherwood shoes every season. Started in the shoe business in Memphis, with Brown Shoe Company, 1893. Then with J. W. Jenkins Company (now the Sherwood Shoe Company), on the Coast where he has been ever since.

Harry B. Schweitzer

This is a little twenty-year old picture of Harry Schweitzer, but we all know him for a big-hearted fellow. Harry was then traveling for Schwab Bros. He has been with T. D. Barry for many years. Lives in Chicago.

Maurice Kornsand

This picture of Maurice Kornsand was taken thirty-four years ago, when he was seventeen. He has been on the road for thirty-three years. For several years he was with Whitman & Keith, in charge of the New York office and territory and has been with T. D. Barry for several years in the same location. Maurice is one of the most successful salesmen in the New York territory.

Herman Schocke

Traveled for years for Charles W. Strohbeck and now with Wichert & Gardiner. I guess about every city in the South has welcomed jolly, good-natured Herman and he surely has sold some shoes.

J. T. Fitzpatrick

John has traveled so long in New England and New York State for French, Shriner & Urner and J. E. French that if he should go west of Buffalo he would think he was out of the United States. He manages to sell rafts of the Knox shoes. Lives in Stoughton.

Harry Goller

Here is a playful picture of Harry Goller taken with his friend Fred Wesner, the well-known buyer for the Powers Mercantile Company of Minneapolis. Harry is a brother of "Hank" and C. F. Goller and is with Allen-Foster-Willet. Traveled twenty-two years.

Walter Scott

Traveled a good many years selling misses' and children's shoes with Allen & Company, Philadelphia. He is interested in the business, and we all know that Walter has sold a great many shoes.

Ralph Saxe

When Ralph passed away a few years ago, we all mourned the loss of a good friend and fellow traveler. He traveled South for several years and was one of the original members of the Southern Shoe Salesmen's Association. In this old tintype picture are also Fred Church, Clendennin, Jr., and Billy Martin.

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